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# THE AMERICAN

## ELEVATOR AND

# GRAIN TRADE

Printed in U. S. A. Entered as second-class matter June 26, 1885, at the Post Office at Chicago, Illinois, under Act of March 3rd, 1879 Established 1882

PUBLISHED BY Mitchell Brothers Publishing Co. } A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS. } One Dollar Per Annum SINGLE COPIES, 15 CENTS

VOL. XLVI 431 South Dearborn Street, Chicago, Ill., December 15, 1927 NO. 6

### Of Course

We want your business but we want it on a basis that will pay you as well as ourselves. We want it because we have proper facilities for handling it.

Don't be satisfied with slow returns or poor service; send your shipments to

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**GRAIN**  
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CHICAGO

GRAIN DRIERS  
FEED MIXERS  
FEEDERS  
STEAM COILS  
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SPECIAL DRY.



ROTARY DRIERS  
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**WILLEY ELLIS COMPANY**

Successors to  
**THE ELLIS DRIER COMPANY**  
1201-1229 So. Talman Avenue CHICAGO, U. S. A.

### Leaky Cars

You Know What They Cost

### Kennedy Car Liners

SOLVE THIS PROBLEM

Prevent Leakage of Grain In Transit

NO WASTE—EFFECTIVE

INEXPENSIVE—EASILY  
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We Have Car Liners to Take Care of All Cases of Bad Order Cars

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FEED SYSTEM ENGINEERING

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Car Spotters, Bearings, Shafting, Pulleys, Gears, Chains, Wheels, Helicoid Conveyor and Accessories, Belt Conveyors, Chain Conveyors, Elevator Buckets, Boots and Casings.

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STEEL elevator casings, like steel screw conveyor boxes, prevent fire, and are rapidly replacing wooden casings.

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### "THE CLIMAX" SCOOP TRUCK

CAPACITY { 200 Lbs. Coal  
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Can easily add Twenty-Five cents an hour to the value of a man's time who uses it in unloading Coal or Grain from box cars. Hence, in two weeks' use the Scoop-Truck will pay for itself and cost you nothing for its use thereafter. It will last for years and save the wearing out of a dozen common scoops in doing a like amount of work. Hundreds have tried it and will certify to the truth of these statements. Why not order now, and let the Scoop-Truck be giving itself to you?

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PRICE: \$15.00 F. O. B. cars at factory

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Greater Capacity—Less Horse Power  
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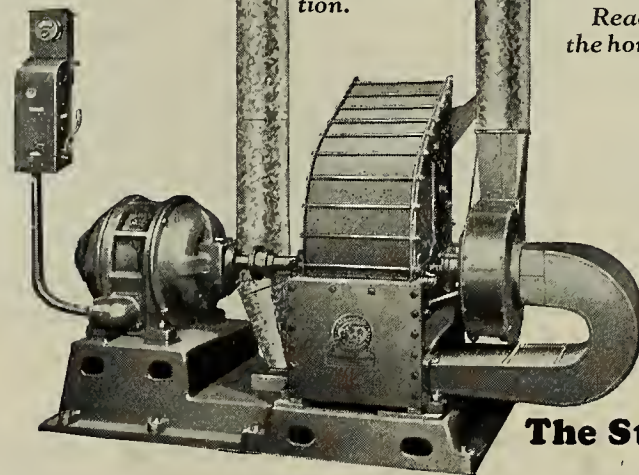
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### Give Your Customers What They Want

"I feel that no miller or custom grinder can afford to be without a 'Jay Bee' mill" writes Webster Mill, Webster, N. Y. "My 'Jay Bee' mill increased my business \$5,000 during the first year of its operation because I could manufacture the products my customers were anxious to get."

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The "Jay Bee" will make whole wheat flour and corn meal for table use.

*Sizes and Styles to meet every grinding requirement. Write for descriptive literature. We can show you how to increase your business*

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- 1 All steel construction makes the "Jay Bee" practically indestructible. No breakdown. Always ready for service. Always dependable.
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- 3 The "Jay Bee" will grind anything and everything; whereas other types of mills cannot easily handle such popular feeds as pea vines, alfalfa and other hays, ear corn, with or without husks on, corn stalks, cottonseed cake, etc.
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- 7 Foreign objects in your feed cannot injure the mill. Sudden shocks, strains and abuses to which every feed mill is subject will break cast iron but not steel.
- 8 Operating cost per ton, power, maintenance and depreciation are lower than on any other type of mill.

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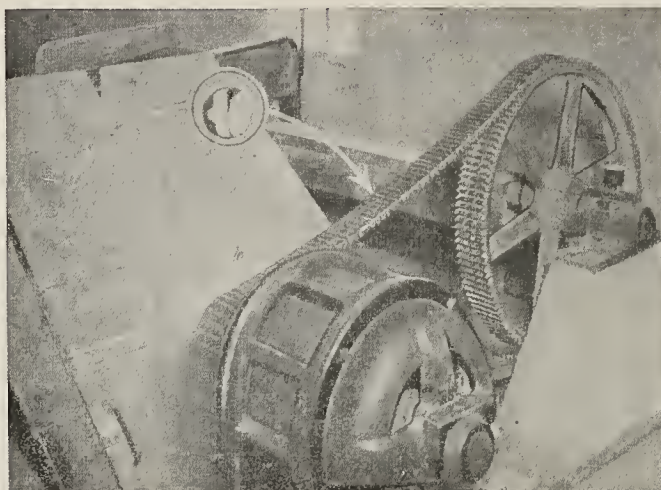
311-312 Terminal Warehouse Bldg., Omaha, Neb.



# MORSE DRIVES

in

## America's Largest Elevators



LEFT, MORSE DRIVES ON CONVEYORS IN B. & O. ELEVATOR, BALTIMORE. RIGHT, MORSE DRIVE ON ELEVATOR LEG, SUNSET (SOUTHERN PACIFIC) ELEVATOR, GALVESTON. ABOVE, MORSE DRIVE ON MIXING UNIT, NORTHRUP, KING & CO., MINNEAPOLIS

THE Baltimore & Ohio Railroad at Baltimore, Northrup, King & Co., at Minneapolis, and the Southern Pacific Railroad at Galveston are three of the many elevator owners who have specified Morse Silent Chain Drives on conveyors, elevator legs, mixing units and wherever dependable, uninterrupted power is required. These specifications have been written because of the enviable reputation Morse Drives have made in actual service, in many cases covering periods of 15 and 20 years, and with entire satisfaction.

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Address the nearest office for facts as to what this means in your own power transmission. Our engineers will gladly put this information before you without the slightest obligation.

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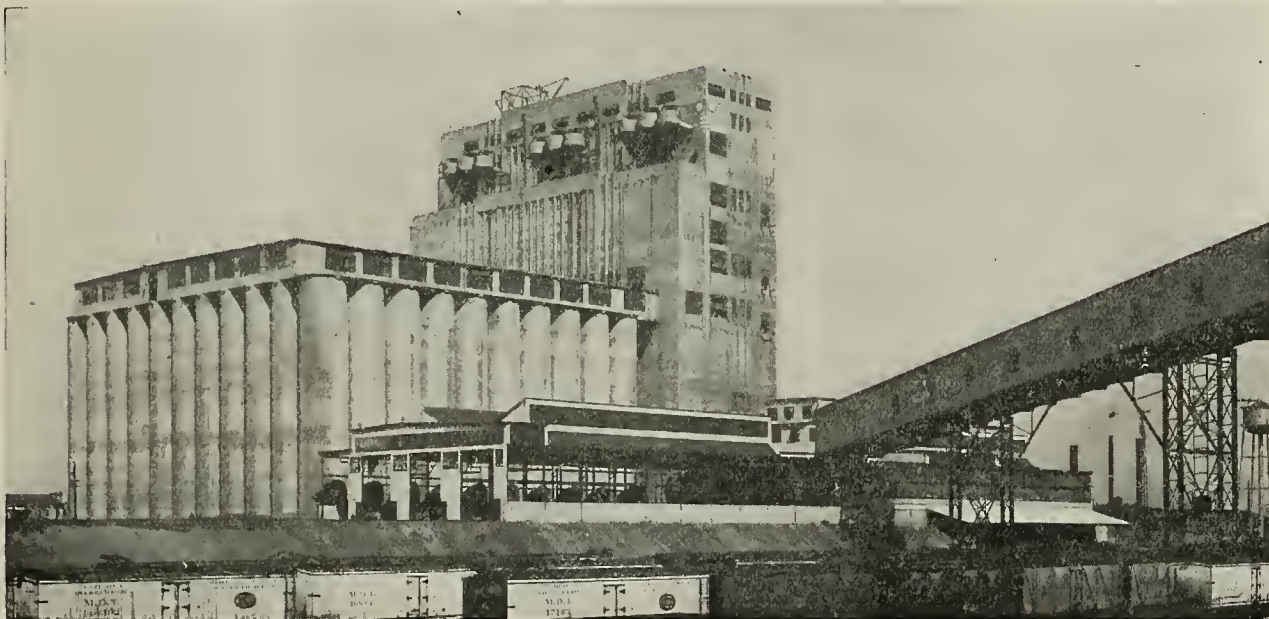
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## GRAIN HANDLING EQUIPMENT

INSTALLED IN

PHILADELPHIA AND READING RAILWAY CO.'S ELEVATOR AT PHILADELPHIA, PENN.

THE M. A. LONG CO.—ENGINEER & CONSTRUCTOR



Weller Machinery, sheet metal work and spouting are installed in the Port Richmond Elevator of the Philadelphia & Reading Railway Co. It is built to handle vast quantities of grain at the highest speed.

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Loading Spouts  
Dock Spouts  
Truck Dumps  
Wagon Dumps  
Hoppers  
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Car Pullers  
Rope Drives  
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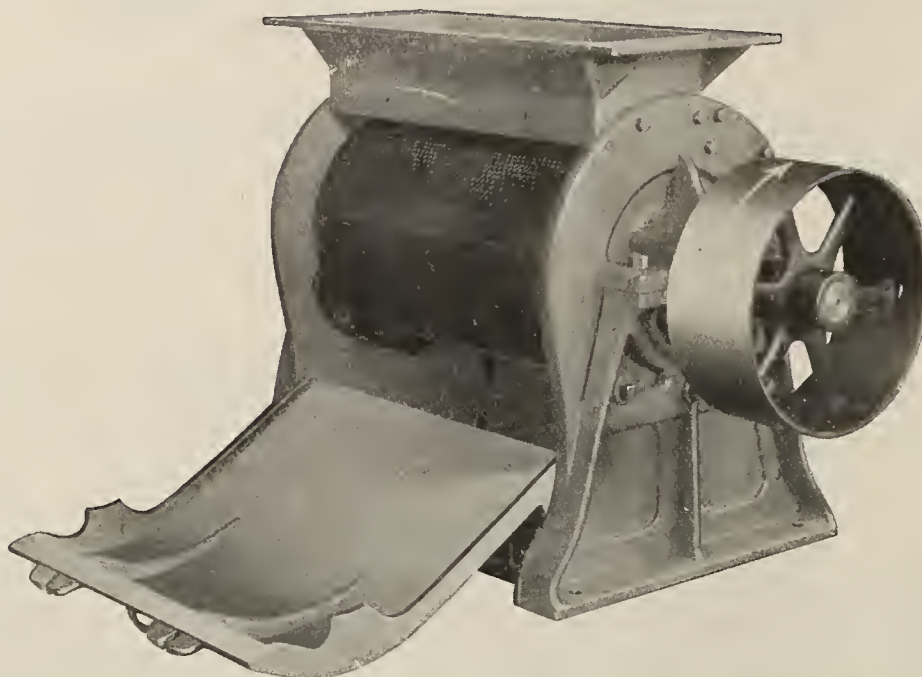
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WEBSTER BELT CONVEYORS AND TRIPPERS  
BALLARD AND BALLARD LOUISVILLE, KY.

Installations like these are an indication of our ability to meet modern requirements in design, manufacture and operation.

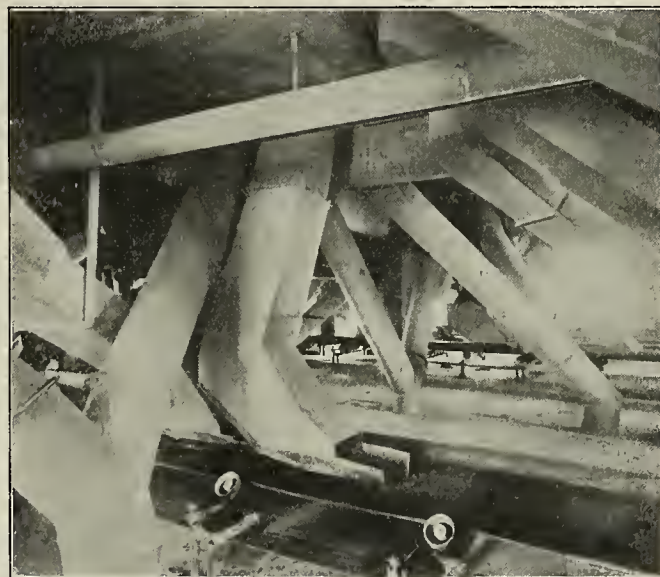
Webster designs and builds all types of grain handling machinery including belt conveyors, trippers, elevators, screw conveyors, dock spouts, distributing spouts, marine legs, power shovels, car pullers, etc.

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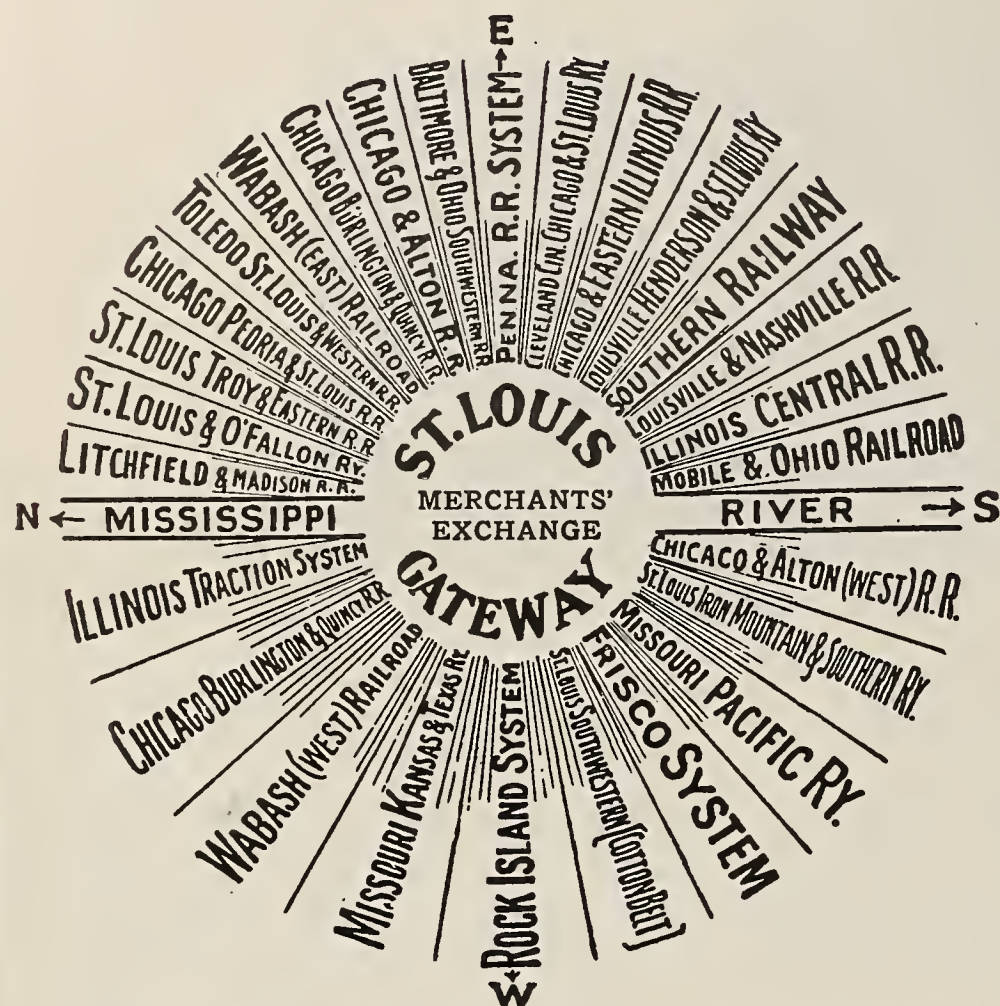
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For Prices on

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# ST. LOUIS, MO.



# St. Louis One of the Greatest Primary Grain Markets in the United States

# More than One Hundred Million Bushels of Grain Received Annually

# Movement of Grain by Barge from St. Louis to New Orleans for Export a Factor in Grain Trade

## *St. Louis Leading Consignment Market in United States*

**Within a radius of 25 Miles—Center of Corn Production.**  
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**Write Us for Full  
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## GRAIN, HAY AND SEEDS

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*Let us handle your consignments*

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HANDLED ON COMMISSION  
BOUGHT TO ARRIVE  
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## Come to St. Louis

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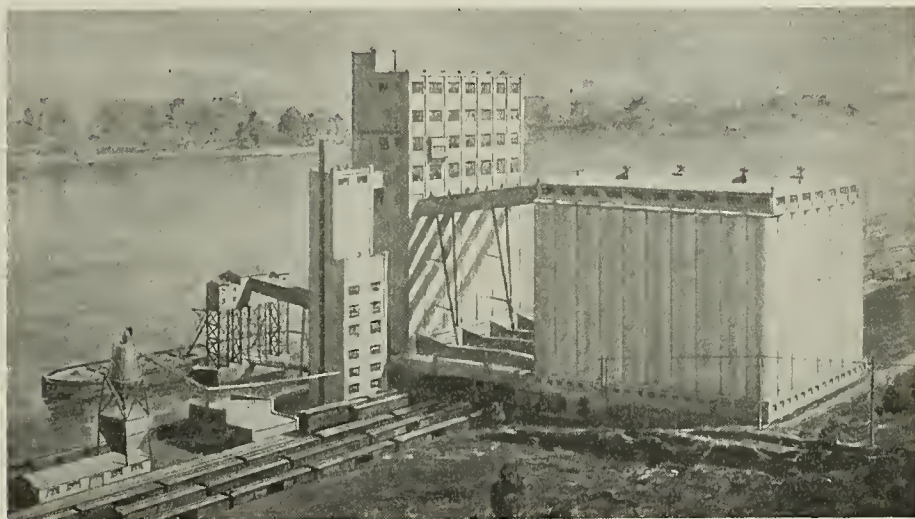
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# Missouri Pacific Railroad Co.

**2,500,000 Bu. Concrete Grain Elevator  
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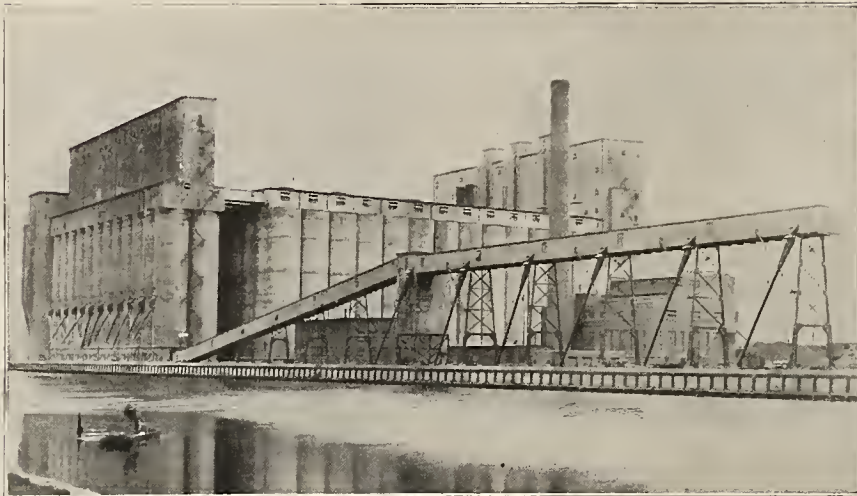
Manchester Ship Canal Elevator  
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Completed 1914



Buenos Aires Elevator Co.  
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Capacity 750,000 Bushels  
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Chicago & North Western Railway Elevator  
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Built Elevators  
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Economical Design  
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*Designed for*

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BY

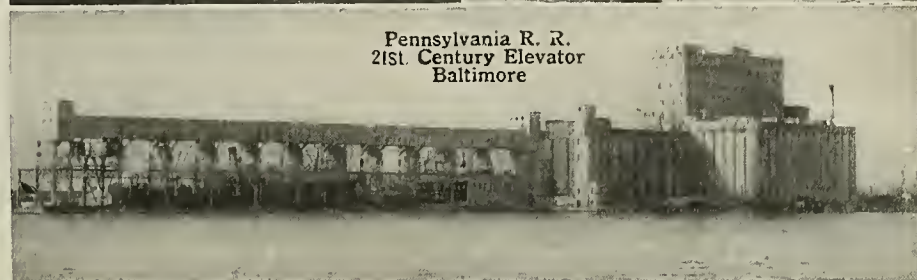
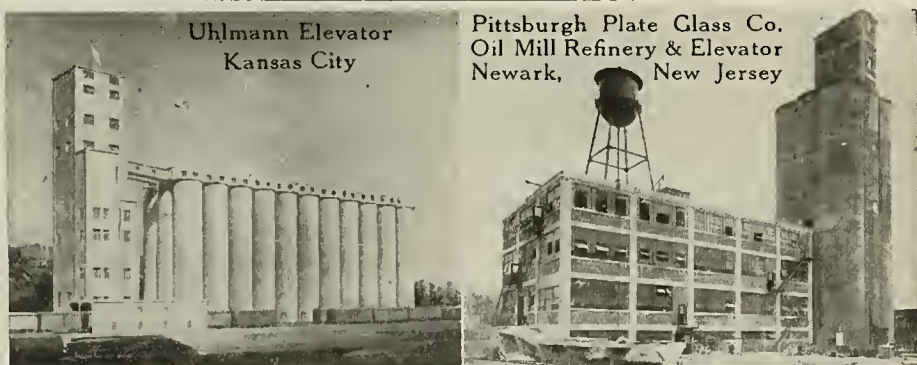
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Export Elevator  
Philadelphia, Pa.

Constructed by

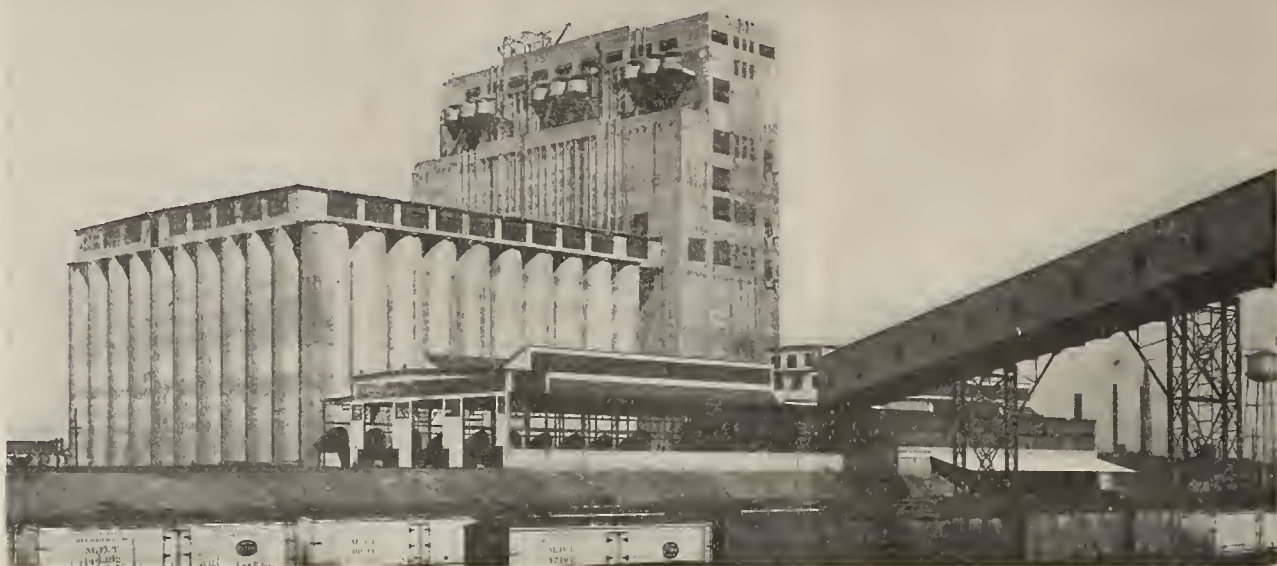
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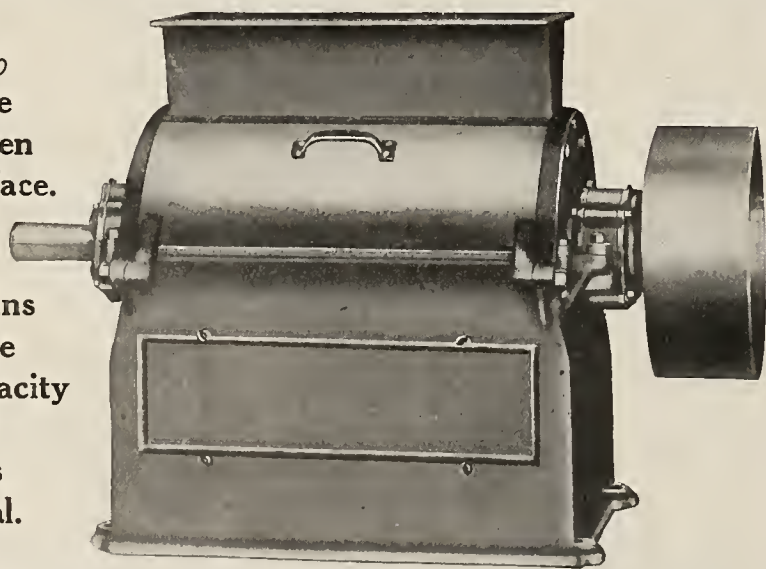
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More  
Screen  
Surface.

Means  
More  
Capacity  
and  
Less  
Offal.



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a Monarch Ball Bearing Top and Bottom  
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The increased amount of clean, bright, smoothly cut corn and the  
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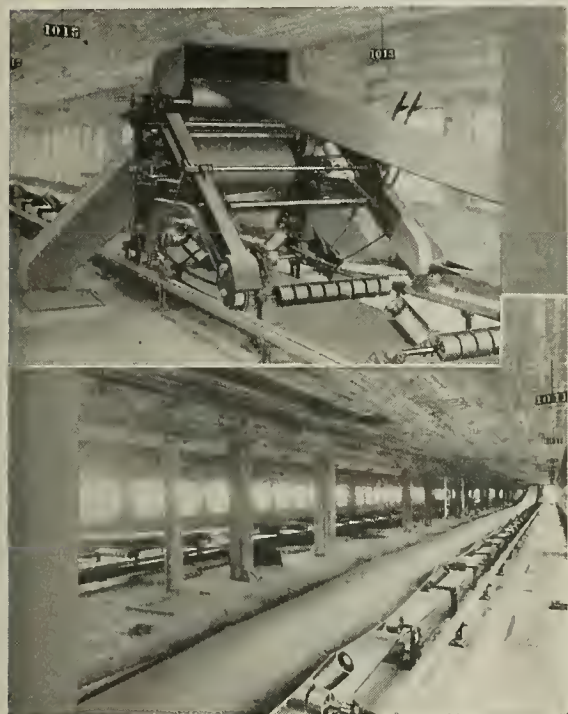
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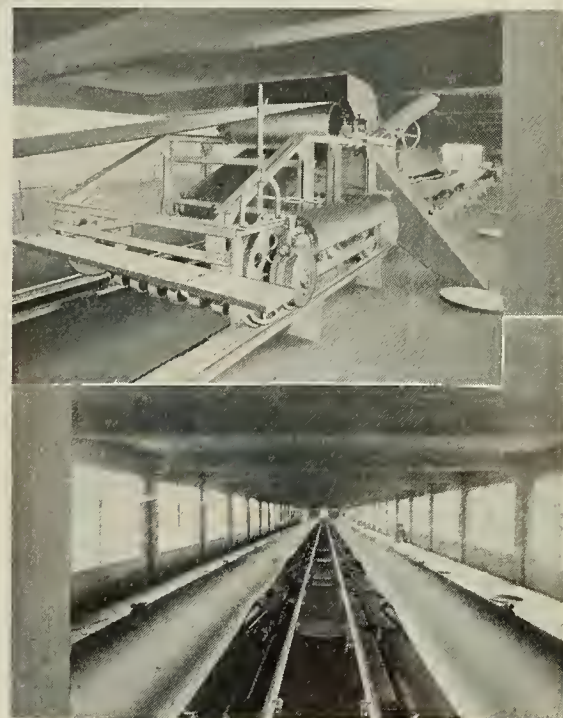
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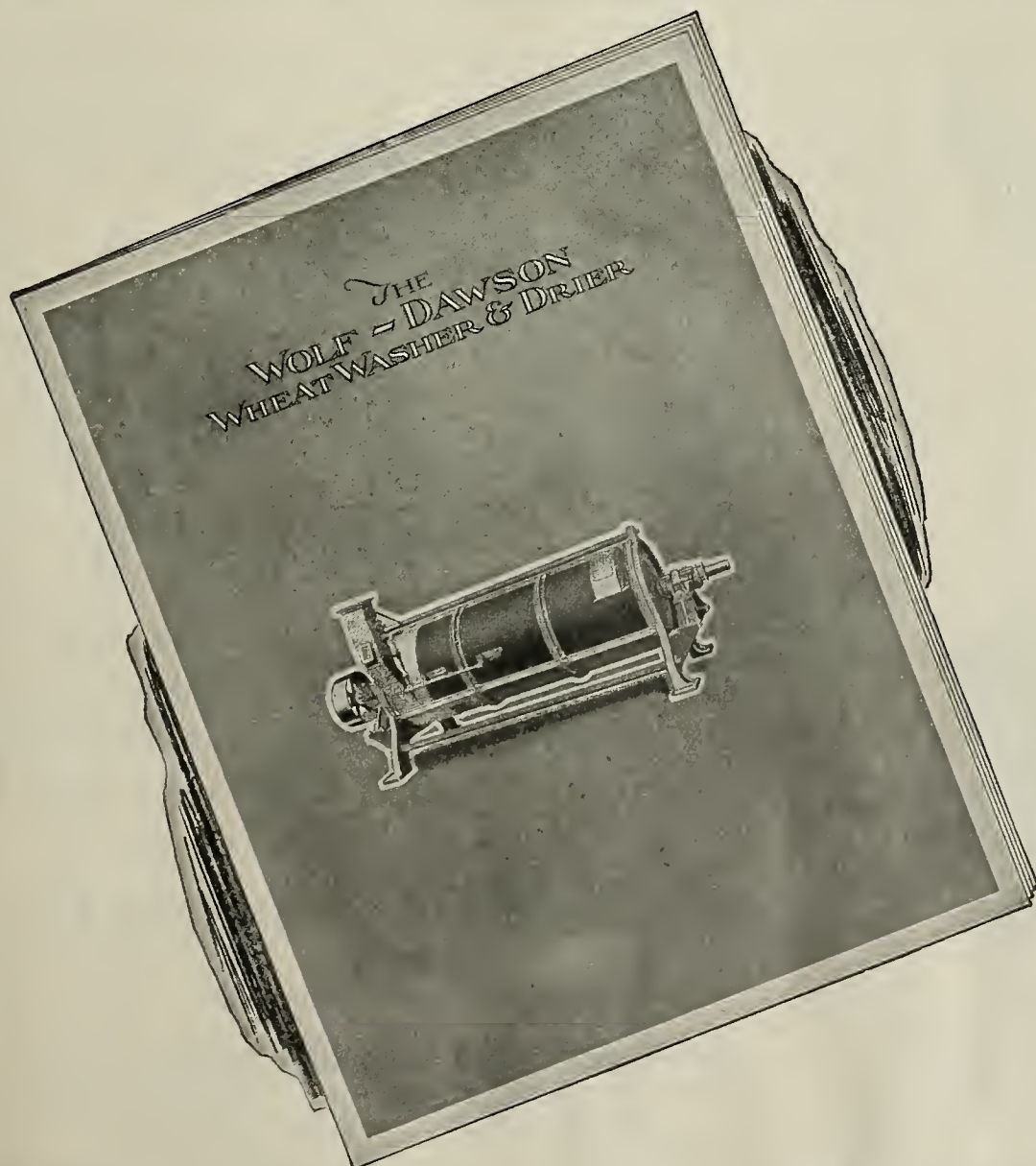
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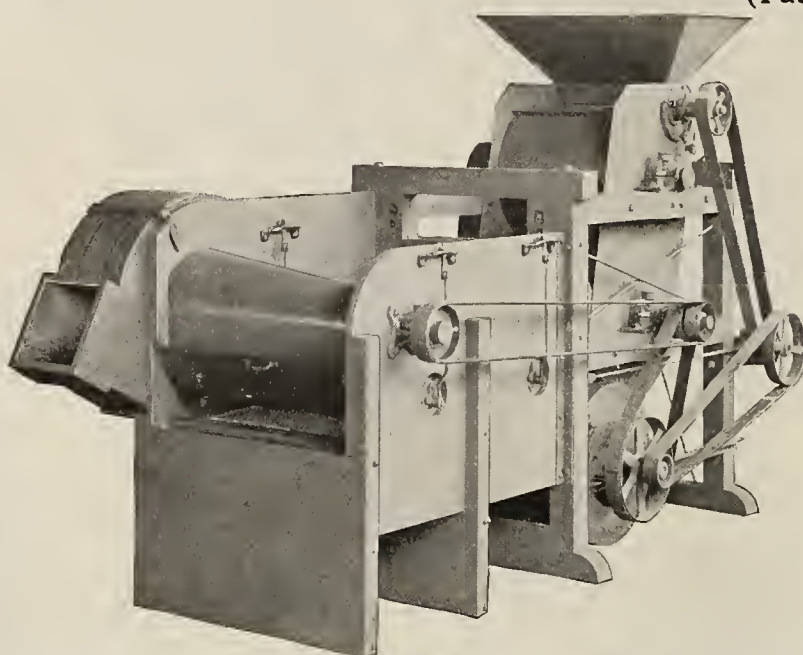


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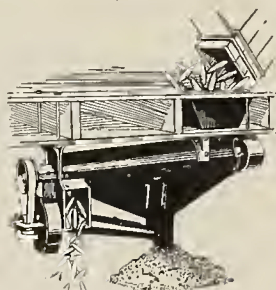
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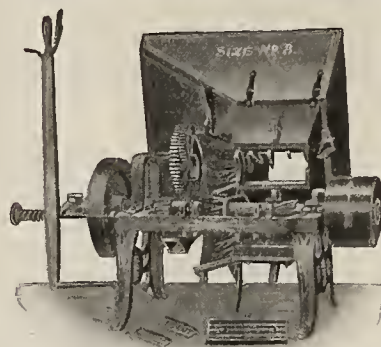
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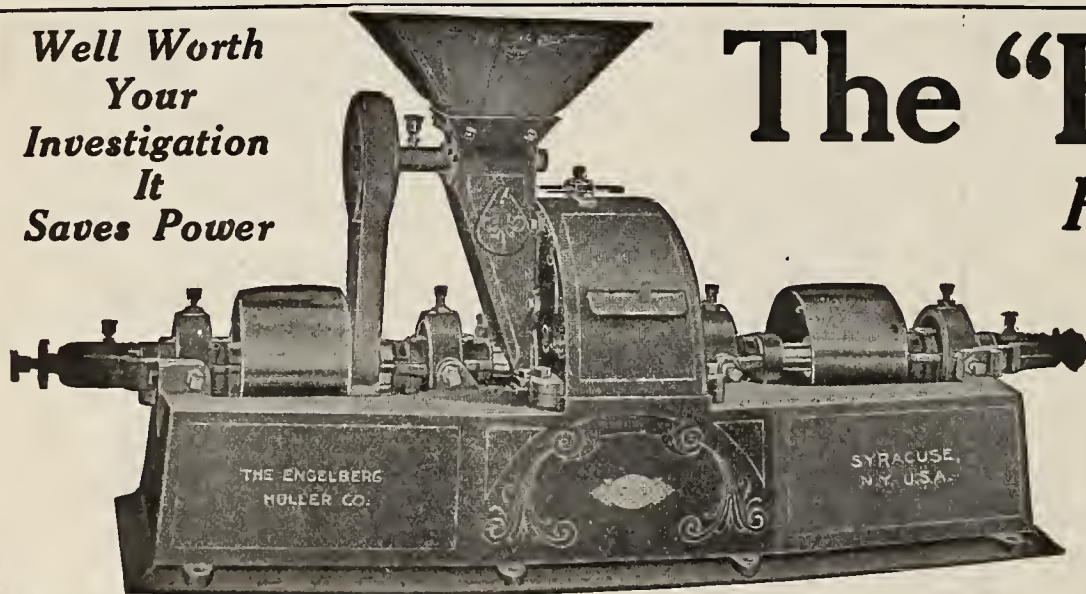
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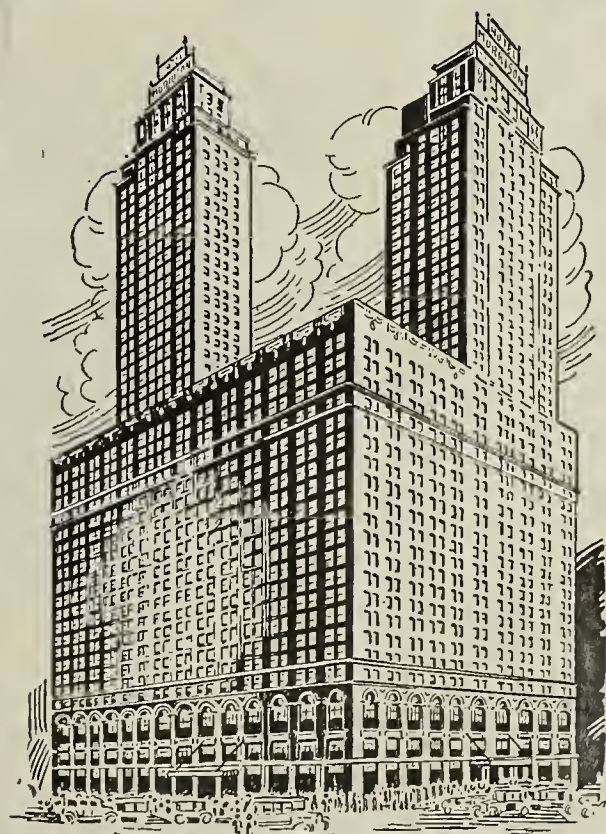
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VOL. XLVI

CHICAGO, ILLINOIS, DECEMBER 15, 1927

NO. 6

# Canadian Elevator on Georgian Bay Builds Addition

## Completion of Second Storage Annex of the Canadian Pacific Elevator at Port McNicoll, Ont., Brings Total Capacity to 6,500,000 Bushels

NEARLY 18 years ago the Canadian Pacific Railway obtained a site at Port McNicoll, Ont., which is at the extreme eastern end of Georgian Bay, about seven miles from Midland, on which to erect an elevator that would afford facilities at the eastern end of their lake haul in addition to their large elevators at the head of Lake Superior. This eastern terminal was intended to permit them to store and reload grain received from their many grain vessels, and to allow them to ship eastward through Canadian territory with much greater efficiency.

The original house afforded storage for 2,000,000 bushels; but with the two additions since constructed the storage has been more than tripled. There are about one and one-third miles of wharves altogether, and provision was made when the house was built for additions which, if necessity demanded, might bring the storage up to 10,000,000 bushels eventually. The entire plant is fireproof, for excepting the transmission ropes there is nothing combustible in it. All the windows have wire glass and metal conduits are provided for the electric wiring.

With the completion of the latest addition to the Canadian Pacific Elevator at Port McNicoll, it has a total storage capacity of 6,500,000 bushels of grain. There are 218 bins, and these may be classified as follows: 96 bins have a capacity of 50,000 bushels each; 99 bins have capacity of 15,000 bushels each; 23 bins have capacity of 6,000 bushels each. The present receiving capacity of the house is 60,000 bushels per hour and its shipping capacity is 45,000 bushels per hour. The facilities for cleaning make it possible to clean 1,000 bushels per hour.

There are 37 belt conveyors—19 of them are located in the basement and 18 are in the storage units. Belting was supplied from several sources, including the B. F. Goodrich Company. At present there are three marine towers, though originally there were but two, as will be observed later in the comments regarding the equipment as it existed prior to completion of the present new unit.

Six Fairbanks Beam Scales have been supplied to the elevator. Fire protection, aside from fire resistant type of construction, includes hydrants with proper pressure as well as chemical extinguishers.

Hydro-electric power is used, and central station service is relied upon for current. Both rope and chain drives occur in the elevator; and the chain drives were supplied by the Coventry Company,

Reg'd, and the Strong-Scott Manufacturing Company. The rope drive and various other equipment in the original house were furnished by Webster Manufacturing Company.

It may be of interest to note at this point that all machinery in the original buildings was electrically driven, power being generated in a steam plant



NEW ADDITION TO CANADIAN PACIFIC ELEVATOR WHEN COMPLETED

separate from the main building. This power house had two steam turbines direct connected to generators which produced the electricity for operating the electric motors. At that time the plant had a capacity of 1,500 horsepower. A 160-foot concrete smokestack had been erected when the plant was first built. Besides supplying motive power,

The second section was completed in about a year's time, and some data in relation to its equipment is given below.

The principal grains handled are wheat, oats, barley, rye, corn and flax; and some idea of the volume which goes through the house may be had from the fact that in 1926 the receipts showed 33,000,000 bushels; and in 1921—which was the record year—the house handled 60,000,000 bushels of grain. The superintendent is G. J. Shaw.

The original elevator on this site had been in operation only about one year before it was thoroughly demonstrated that it was not of sufficient capacity to take care of the vast volume of grain business, and orders were immediately placed for an additional storage unit having the same capacity as the original one.

The storage unit which was added at that time was an exact duplicate of the first and was completed in time to be filled with the 1911 crop, before the close of lake navigation. It was 179 feet wide and 226 feet long, making the new length of the elevator 452 feet. Altogether, there were then 64 cylindrical tanks, each 32 feet 11 inches in diameter, and 62 interspace bins. Each of these interspace bins was designed to hold about one-fourth the quantity that a cylindrical bin does. The walls of the bins were built 80 feet in height.

The entire original structure and first annex (just described) are of steel and concrete. The two marine towers which traveled along the side of the original elevator served to fill the new storage unit in the same manner that they first filled the original unit. Each of these marine towers is 150 feet in height and is built of structural steel covered with corrugated iron and mounted upon 40 heavy car wheels. There are steel stairs running all the way from the bottom to the top and the roof and floors are also of concrete construction.

Each of the towers was built to have a capacity of 20,000 bushels per hour and each was to be self propelling, traveling independently of the other on a double track between the storage house and the slip. The marine legs were so designed that they could enter passenger vessels as well as

freight vessels, and a complete set of air operated shovels and clean-up shovels was provided, to bring the grain to the legs as rapidly as possible. The grain was delivered to 1,000-bushel scales, after which it was taken to the top of the towers and dropped into one of the bins of the storage house or working house. The longitudinal con-



CANADIAN PACIFIC ELEVATOR AT PORT McNICOLL, ONT., WITH NEW UNIT IN PROCESS OF CONSTRUCTION

the original plant was designed to take care of an elaborate system of incandescent and arc lamps, the elevator being unusually well lighted.

The elevator as it stands today is composed of three equal sections. The first section was completed in 1910, and the first ship discharged was the *Empress of Fort William*, on October 10, 1910.



veyors receiving the grain from the marine towers run the entire length of the two units.

The car shipping house which was there before the present addition was erected, provides for loading 200 cars in 10 hours. Cars can also be unloaded in the working house and ships can be loaded by means of a special loading spout on one of the towers.

It should also be noted that the plant has a flour shed 700 feet long, and also a freight shed of the same length. There is a carpenter shop, a coal platform, a pump house and a customs house.

Both the original elevator and the new unit were designed and erected by the John S. Metcalf Company, engineers and contractors, of Montreal and Chicago.

## FINAL FIGURES ON LAST CROP

The United States produced slightly more than twice as much wheat as Canada, and furnished 24.3 per cent of the world harvest of 3,427,000,000, last year, according to B. A. Lang, statistician for the First National Bank of St. Louis, Mo.

The percentages of the total wheat crop run as follows: United States, 24.3 per cent; Canada, 12; India, 9.5; France, 7.3; Italy, 6.4; Argentina, 6.6; Spain, 4.3; Australia, 4.8; Germany, 2.8; Roumania, 3.3; all other countries, 18.7 per cent.

## ANTWERP AS GRAIN CENTER

The possibilities for Antwerp as a grain center are unlimited, providing that warehouse and grain elevator facilities of at least 100,000 tons can be supplied. Antwerp is adjacent to great grain consuming countries and is in position to become a distributing center for grains, not only within its own frontiers, but also for these adjacent countries. A report has been recently compiled by the Chamber of Commerce of Antwerp outlining the possibilities of the port.

The port is now faced with problems concerning the unloading of all types of cargoes more rapidly and efficiently, the stimulation of traffic to and from the Rhine territory, and the establishment of marine installations of all sorts to make Antwerp the true center of grain distribution in Europe.

## SORGHUM CROP BREAKS RECORD

By W. D. HORNADAY

Production of sorghum grains in northwest Texas, including the South Plains and Panhandle regions, was the largest this year in the history of agriculture in this part of the state. It is estimated that the total production is approximately 75,000,000 bushels, of which, however, less than one-half will be threshed. The remainder will be fed in the head by local livestock interests.

Threshed milo maize, kafir corn, feterita, cane and other varieties of sorghums are selling for 95 cents a hundred pounds at shipping points, and the price of headed grain is \$10 to \$12 a ton. Heretofore, a crop of sorghum grains in excess of local consumption caused a big slump in the price, but this year, due to a widening of the markets, prices are being maintained at an unusually high level in view of the large production. One of the interesting features connected with the increased demand for sorghum grains is that large orders have been placed with local buyers by exporters for immediate shipment to Germany. More than 20,000,000 pounds of kafir corn have already been shipped from Lubbock and other South Plains points to Galveston for export to Germany where the grain will be used for the manufacture of beer and distilled liquor. It is stated that a series of tests which were conducted in Germany proved that kafir corn as well as other sorghum grains are ideally adapted for the purposes for which the grains are now to be used. It is explained that the price of the grains is five cents a hundred pounds cheaper than other grain can be bought for brewery and distillery purposes.

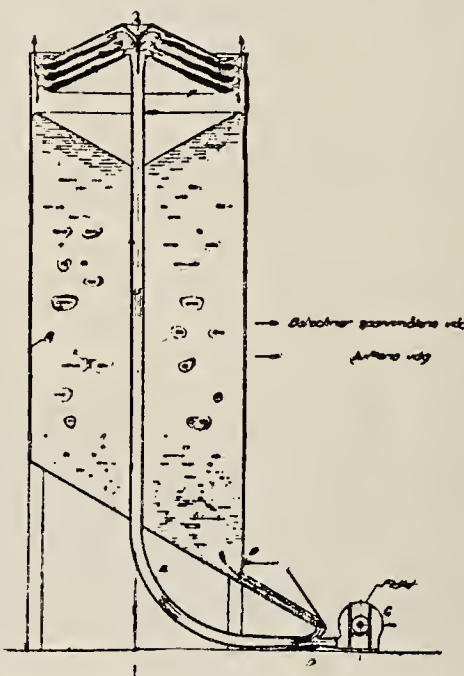
An organized effort among the growers of sorghum

grains in northwest Texas to expand the market for the products was started two years ago and good results along this line have been accomplished, it is stated. Shipments of the threshed grains are being made this season to other parts of Texas and to some of the Middle Western and Northern States.

## NEW METHOD FOR DRYING GRAIN BY ELECTRICITY

A new method, called the Edholm system for drying grain by electricity has been devised by H. Edholm, an employe of the Royal Swedish Board of Waterfalls. Trials have been made on a large farm near Stockholm and it is claimed that the Edholm system gives better results at a lower cost than any system previously employed in Sweden, says B. D. Dahl, assistant trade commissioner at Stockholm, Sweden, in a recent Department of Commerce bulletin.

By the Edholm method the grain is stored in silos made of wood that are very easy to build and can be put up by the farmer. Under present conditions, a silo having a capacity of 120 hectoliters can be built in Sweden for about 300 crowns. The floor



CROSS SECTION OF SILO

of the silo slopes toward the blower, as is shown in the attached cross-sectional view. A hole is cut through the wall of the silo at the place where the floor is lowest and a pipe is inserted. The grain flows down through this pipe and into a lower pipe which extends upward through the center of the silo and to a point a few feet above the top of the grain. The grain is forced upward through this pipe by the blower and is deflected downward into the silo by concave circular discs, the air escaping between the outer rim of these discs and the wall of the silo. A separate silo is needed for each kind of grain stored.

The number of times that the grain must be so treated in order to be thoroughly dried, and the time consumed, obviously depends on so many factors—size of silo, size of blower, size of motor, etc., that such figures would mean little but the trials made have shown that from two to six kilowatt hours of electricity are consumed in thoroughly drying 120 hecto-liters of grain that has a moisture content of 17 to 22 per cent. This is the average of the results obtained from trials with motors and blowers of different sizes and also with a small motor for each silo and a larger one connected to several silos.

## BULKHEAD SHIPMENTS

The Weighing Department of the Chicago Board of Trade, under the direction of J. A. Schmitz, weighmaster, has issued a pamphlet on "Bulkhead Shipments", a number of copies of which have been distributed by Pope & Eckhardt Company, Chicago. The pamphlet relates that the weighmaster has had brought to his attention a number of cases

of broken bulkheads. Bulkheads are constructed for the purpose of separating different lots of grain loaded into one car. The pamphlet continues as follows:

The cause of a broken "bulkhead" is often due to the manner in which it is constructed, but oftener it is due to the method of loading the different parcels. The materials at hand, with which to construct bulkheads, obviously are not of a character that would make even a properly built bulkhead strong enough to withstand, alone, the pressure of grain when loaded to any considerable depth against only one side of it. The only reason such bulkheads do hold is because of the fact that they are "backed up" with grain on both sides. An examination of the average bulkhead will show that it needs such backing up in order to resist the forces of the impact that cars are subjected to when switched singly, or when roughly handled in trains. Examination of well built bulkheads, found broken, discloses the fact that in nearly every case the grain on one side of the bulkhead is loaded much higher than the grain has been loaded in the other side.

There are several reasons why bulkhead cars might be loaded to varying depths, for instance, since bulkheads cannot be constructed in the middle of the car, because of the doorways, they must be so located that the car's area is divided into unequal parts. A shipper who has two lots of grain of about the same size for shipment finds that he must choose to load one or the other lot in the smaller portion of the car. At other times, the shipper may not know the quantity of grain in each lot and in such cases he sometimes loads the larger lot in the smaller compartment; hence, when he runs the second parcel into the larger compartment, there is a great difference in the depth of the two lots of grain. If in addition to doing this he also places the grain well toward the end of the car, the depth of grain at the bulkhead is still further reduced, until little or no support is afforded the bulkhead. A like condition may occur if the space allotted to the smaller lot is not filled at the bulkhead to the same depth to which the grain of the larger parcel is loaded at this point.

The conclusion reached from these investigations prompts me to suggest that, irrespective of the variation of the average depth of two parcels of grain placed in a car, their depth at the bulkhead should be made approximately equal at the time of loading. True, grain has a tendency to level off, but the bulkhead will at least be well supported by the grain, on both of its sides, until this leveling process is complete, whereas if the grain in one of the compartments is low at the bulkhead at the time of loading the most that can be hoped for is that the depth of grain would be slightly increased by its shifting and leveling.

## WHEAT KING'S BARLEY WINS

C. E. Smith, of Corvallis, Mont., proclaimed wheat king at the International Grain and Hay Show ended in Chicago this month, also was named as barley king after an official inspection of his samples of this type of grain.

An Indianan, C. E. Troyer, won top honors in corn. With nearly perfect specimens of Yellow Dent, each 10¼ inches long, Mr. Troyer's corn defeated all other entries.

## ITALY PRODUCES LESS GRAIN

The estimated production of wheat in Italy for 1927 is less than was first announced. It is now estimated at 195,805,000 bushels, making it 6,282,000 bushels below the October estimate and 24,837,000 bushels below the final estimate of the 1926 crop. Other grain crops have been revised downward from the October levels, and stand considerably below the crops of last year.

The latest estimates are (with the 1926 figures in parentheses): Rye, 5,945,000 (6,496,000); barley, 9,461,000 (11,023,000); oats, 30,727,000 (40,646,000).



# What Have Dealer Associations Accomplished?

A Symposium of Answers to That Question Showing Actual Results Obtained by Leading American Organizations Both State and National

THE association business is one of America's greatest industries. Grain dealers' organizations represent only a fraction of the vast number of the nation's trade associations, yet in the field they represent, the cold and hard-earned cash of elevator owners, shippers and grain traders generally, flows into association coffers at the rate of many thousands of dollars per week. Adding to the total thus formed, the amount expended on conventions, and the value of the time given to association work by loyal members, a grand total approaching \$1,000,000 per year is reached. Do the results justify this expenditure?

From the evidence received in response to a questionnaire sent out from this magazine it is apparent that associations do pay, and that financial and personal support of state and national organizations is nine times out of 10 a gilt-edged investment for the grain dealer. In several of the following instances, the benefits are summed up in dollars and cents, but the progress made in economical trade arbitration, successful opposition to adverse legislative proposals, and the promotion of that great intangible, *esprit de corps* must not be overlooked. No one can accurately measure, yet all grain men of experience will acknowledge the value of these advantages which lie beyond reach of statisticians.



E. J. SMILEY, KANSAS DEALERS' SECRETARY

Captains of the association industry in the grain world are the secretaries. Theirs has been the difficult task of holding organizations intact between battles, concentrating resources of members effectively in emergencies, and in the interims, hammering away on the promotion of better business methods and clear business thinking in the grain trading sectors held by them. To a great many secretaries, their salaries notwithstanding, the grain trade stands debtor.

The Kansas Grain Dealers Association was organized 31 years ago this month, December 26, 1896. One of the first accomplishments of the association was to secure the enactment of laws in Kansas and Missouri, making it a misdemeanor for anyone to make any deduction from the actual weight of any car of grain, seeds or hay. It had been the custom prior to this time to deduct 100 pounds from the actual or net weight of all cars of grain and seeds when making returns to the country. The elevator concerns in Kansas City refused to comply with the law and an arrest for violation of the act was made, and the case tried in the state courts and judgment was awarded the shipper. An appeal was taken to the Supreme Court of the United States, which confirmed the ruling of the lower court. This practice was then discontinued, meaning a saving to Kansas shippers of about \$35,000 per annum. When the co-operative movement

hit Kansas, the co-op promoters promptly were assured that the association welcomed their forces as members. "As a result, 75 per cent of co-operative concerns in Kansas are affiliated with the Kansas Grain Dealers Association," one of its officers says. Under the leadership of Secretary E. J. Smiley, the organization today has 500 members, representing over 800 elevators and 25 large mills.

## OHIO ASSOCIATION GROWS RAPIDLY

Rebuttal to the argument that an old association cannot expect substantial growth after its childhood



SECRETARY W. W. CUMMINGS, TOLEDO, OHIO

stage is passed, is offered by the Ohio Grain Dealers Association which was established in 1880. This organization has obtained 72 new members since July, and 230 names now are on the roster. W. W. Cummings, secretary, declares that "the greatest benefit of state associations lies in their having a parent or overseeing association (The Grain Dealers National Association) which has perfected and carried out trade rules that protect every country shipper as well as buyers on all transactions. The said country dealer now knows that when he does business with a member of the Grain Dealers National Association that all contracts will be fulfilled and he will think twice before entering into any contract with non-member firms. Without the state and national associations the small dealer would still be fighting legislation and unjust railroad demands with a lone hand."

## BETTER RATES THROUGH JOINT EFFORT

The Christmas present which the Michigan Grain, Feed and Hay Dealers Association presents to its



SECRETARY T. J. HUBBARD, LANSING, MICH.

members this year is in the form of lower freight rates, effective December 27. After a three-year effort in conjunction with other groups, lower rates have been effected on hay and straw from Michigan

and other C. F. A. states lying east of the Mississippi and south of the Ohio River and Virginia cities gateway. These rates eliminate a disparity of \$3.40 to \$5.20 per ton which has existed between Wolverine State rates and New York and Canada tariffs since 1921. "Our association," says Secretary Hubbard, "was organized in the summer of 1901 as the Michigan Hay & Grain Association but at the last annual convention held at Toledo, Ohio, on June 22 and 23 of this year, in conjunction with the Ohio Grain Dealers Association, we decided to broaden the scope of our activities, and voted to change the name of our organization to the Michigan Grain, Feed and Hay Dealers Association.

T. J. Hubbard has been engaged in the hay and grain business since 1895, and now is serving his sixth year as secretary to this organization; in 1916 and 1917, Mr. Hubbard was president.

## DEALERS AID THEMSELVES AND FARMERS

The new grain warehouse law, enacted by the North Dakota Legislature was drawn and promoted by the Farmers Grain Dealers Association of North



SECRETARY P. A. LEE, GRAND FORKS, N. D.

Dakota. It is proving of great benefit not only to the grain trade of the state, but to producers as well. P. A. Lee, present secretary, became interested in the grain business in 1911, and was one of the organizers and charter members of the association formed that year. He was president from 1912 to 1916, and has been secretary since 1920. One of the first services rendered by this trade group was the perfection of a modern accounting system for elevators. *Seventy-five per cent of the farmer elevators and independent elevators in North Dakota now are using this system.* The association has carried test cases of state grain inspection laws to the United States Supreme Court to establish its points; it has standardized, more or less, the independent audit system; in 1925, it prevented railroads from increasing grain rates. Such a review, of course, but hits the high spots of accomplishment. P. A. Lee is a native of Minnesota, but has spent most of his life in North Dakota. One of the most alive of state associations still is progressing under his direction. All his time is devoted to this organization.

## EASTERN ASSOCIATIONS AT WORK

James A. Sturges, secretary and treasurer of the Massachusetts Retail Grain Dealers Association, and director of the Grain Dealers National Association,



was born in Jersey City, N. J., in 1881. In 1912, he moved to Easthampton, Mass., now headquarters city for the dealers' organization, and purchased a grain and feed enterprise. Four years later he had been successful to the extent that he was emboldened to expand the business by forming a partnership which purchased and took over the business of his competitor in Easthampton. When, in 1924, the Massachusetts Agricultural College called a meeting which was to be the inspiration of a Bay State dealer organization, he was one of the few who recognized the need of such an association. Following that meeting, the state organization soon



J. A. STURGES, EASTHAMPTON, MASS.

became a reality and he has held his present office since the inception of the association.

He considers the outstanding achievement of the Massachusetts association the awakening of the individual grain dealers to the value and necessity of co-operative efforts and united action in order to improve general conditions in the trade. This has been demonstrated in the recent development of a New England-wide organization, in the formation of which Mr. Sturges has been a pioneer advocate. Keenly alive to all that is of interest or benefit to the grain trade, Mr. Sturges is a tireless and unselfish worker and looks forward with optimism to the future of a united grain trade in New England.

Another eastern association of importance is the



NEW YORK SECRETARY, D. C. JONES

New York State Hay and Grain Dealers Association, of which D. Clifford Jones is secretary. Two of the objectives of this association have been insistence on the practice of inspection at shipping point on basis of Federal grades, and the promotion of economy and good will through arbitration and annual conventions. Mr. Jones was born in Van Wert, Ohio in 1883, and is a graduate of Oberlin College. He forsook the teaching profession for business in 1906, and after a thorough initiation into the grain business as manager of a Weedsport, N. Y., firm bearing his name as partner, became secretary of

the Empire State Association in 1920. A slogan of the New York hay and grain dealers is "80 per cent of haulage is done cheaper by horse than by auto", and a major interest of the association is the promotion of hay trading.

## ILLINOIS SCORES ON SCALES

In none of these United States, have local meetings, promoted by the state association for various sections, resulted in bringing about better feeling among all classes of dealers, than in Illinois. But there are other more specific advantages to be recorded for the Illinois Grain Dealers Association. Its recommendation to large scale companies that they give adequate service on their scales sold throughout the state, has been accepted, and this service, thanks to the work of the association's scale inspection department, is now available to all. There is no state where weighing facilities of the country grain trade are in better shape than in Illinois. It is said that through what might be termed an educational campaign of the association, dealers scattered over a wide area of the state, have put their companies on a more efficient basis. As a result, many dealers now are making money, who never did before.

W. E. Culbertson, was born May 4, 1882, on a farm near Delavan, Ill., headquarters now of the association. He engaged in the country grain business from January 1, 1900, to March 25, 1917, at which time he responded to the call of the Presi-



SECRETARY CULBERTSON, DELAVAN, ILL.

dent, when the National Guard of Illinois was ordered into Federal service for the World War. Upon discharge from the army in 1918, he became secretary of the Illinois Agricultural Association, and has continued as such to this time.

## A TWENTY-FIVE YEAR RECORD

The Indiana Grain Dealers Association was organized in 1902. Two years later, Charles B. Riley was elected secretary, and except for a five-year recess terminating in 1910, during which time he was secretary to the state railroad commission, Mr. Riley has continued in the association's office in Indianapolis.

The thing which started the association ball rolling in Indiana was the widespread practice of grain dealers playing philanthropists to their farmer friends in the matter of furnishing, with no charge, grain bags for use in threshing. A dealer was supposed to apologize to the grain grower if there happened to be a tear or any defect in any of the free bags. The custom was growing, in certain regions, of seeing who could give the nicest bags to the farmers. Through the efforts of the Indiana Grain Dealers Association, the free-bag practice has been discontinued nearly 100 per cent.

The membership of the organization is about as great as at any time except during the period of the World War. "We hold many local meetings of the trade throughout the state," says Secretary

Riley, "which enable dealers to get acquainted and iron out many local problems. There has been a constant growth of association spirit in this state, although our membership has not been constant." This organization is a member of the Grain Dealers National Association.

The Indiana dealers have had the advantage of continued legal counsel, for prior to a serious illness early in Mr. Riley's career, he was a practicing lawyer. For several years he engaged in the grain



CHARLES B. RILEY, INDIANAPOLIS, IND.

business of Rush and Decatur Counties, and owned a mill at Rushville, Ind. There is no practical elevator problem with which Secretary Riley is not thoroughly familiar.

## ASSOCIATION PROGRESS IN TEXAS

The first meeting of Texas grain and mill interests for the purpose of organization was held 30 years ago last August. H. B. Dorsey, secretary of the Texas Grain Dealers Association, was a charter member. In passing, it may be of interest to note that J. H. Ardrey, now vice-president of the National Bank of Commerce, New York, N. Y., also was a charter member of the Lone Star group.

As an example of the accomplishments of the united Texas dealers, their first action may well be considered. It was realized at that time (1897) that a bumper crop of corn was safe from drouth



H. B. DORSEY, FT. WORTH, TEXAS

and soon would be ready for the markets. The railroad commission of the state was notified of the formation of the Texas Grain Dealers Association, and was petitioned by it to reduce the rate on the state's record crop of low-priced corn from 20 cents to 12½ cents per hundredweight. The petition was granted. It proved the salvation of grain producers and handlers that year. There are many instances similar to it in the activity of this Texas association, practical evidence to convince the most skeptical of the advantages accruing from association effort.



## IOWA ASSOCIATIONS

One of the strongest of state or regional associations is the Western Grain Dealers Association. The response from the Hawkeye State, in the case of this questionnaire, comes from the Farmers Grain Dealers Association of Iowa, with headquarters at Fort Dodge. Through an efficient auditing and income tax department of the association, states Secretary Hubbard, many companies have been helped to make use of better bookkeeping systems, better business methods and to guard against some of the business dangers of conducting organizations of this kind. This association was instrumental in securing favorable action from the Revenue Department in the matter of using patronage pro-rata rebates as a deduction from taxable income. Special service has been given in making up income tax returns, reviewing and rechecking old reports and in preparing, filing and taking up for action claims for refund of taxes paid and abatement of income taxes assessed. "A careful check of cases handled," says the secretary, "shows that the Farmers Grain Dealers Association of Iowa actually secured favorable action on claims totaling more than \$100,000 for the period of the past four years or an average of more than \$25,000 per year."

The actual saving to member companies in the reduced cost of workmen's compensation insurance,

for open markets both in grain and livestock. We think that every direct sale is a kick-back on the producer as it is based on terminal price, and takes just that much bidding away from the open markets. Our first fight was for open markets and we have not changed our mind."

Secretary Sloan cites, among other association accomplishments, the savings to member companies through compensation insurance. "We have 100 companies," he says, "in which savings made on

secretary, A. F. Nelson. Its energy has been spent along other channels. It was actively interested in the freight rate reductions of 1915 and 1925. It has always and is yet taking an active part in these rate reduction cases. The testimony presented by their rate experts in 1915 had a great deal to do with establishing the reduction and rebates received at that time. This association, through its national organization, received credit for being among the chief promoters in this case, "which caused rebates to be paid back to the shippers," says Mr. Nelson, "in hundreds of thousands of dollars." In the present rate case now under consideration, the association rate experts are on the ground guarding closely the interests of their clients.

As a general proposition the association has not attempted to secure or promote very much legislation. The members go on the theory that if they can keep bad legislation out, that they have accomplished a great deal for their elevators and for grain handlers in general.

For the benefit of its members, the association has secured fidelity bonds, workmen's compensation and warehouse bonds, at a saving to the elevators annually more than their membership dues in the association. In connection with the association work, there is maintained an auditing and



F. H. SLOAN, SIOUX FALLS, S. D.

managers' bonds and workmen's compensation insurance is about or more than cost of dues in the associations."

RATE REBATES BY THE HUNDRED-  
THOUSAND

Twenty-one years ago, 17 men met in the mayor's office in Minneapolis, Minn., and formed the nucleus of the Farmers Elevator Association of Minnesota. At that time there were about 200 farmers' elevators in the state. This number increased to 296 in 1914 and 443 in 1926.

In the early days considerable time was spent by this association in assisting to organize and promote farmers' elevators, until today there is a farmers' elevator in nearly every locality of any note. When the elevators were first started they



A. F. NELSON, MINNEAPOLIS, MINN.

were organized primarily for the buying of grain. However as the acreage of grain decreased, and the community has changed from a grain growing community to a diversified farming community, so has the farmers elevator changed. Where an elevator 20 years ago handled only grain, we find them today dealing in merchandise which in a good many places yields them more profit than the grain. As a general proposition the profits are distributed in forms of dividends to its patrons annually.

This association was not organized for the purpose of establishing terminal markets, says its



SECRETARY CHARLES QUINN, G. D. N. A.

legal department which renders service to its members as called for from time to time.

## THE "NATIONALS"

The Grain Dealers National Association and the National Hay Association are two "holding companies" of state associations, which are so prominent that they need no introduction. Many dealers who know them, however, do not realize the sustained service rendered by them. Accomplishments of the National Hay Association, for example, are of far reaching benefit. In 1895, two years after its organization, The National Hay Association, Inc., established a set of rules for the grading of hay and straw for use in all parts of the United States. With comparatively few changes made from time to time when necessary, the N. H. A. Official Grades have been in use and recognized throughout the country, including terminal markets, agricultural colleges, state or local hay shippers' associations and used by shippers and receivers alike. These grades are still extensively used by the hay interests today.

Early in the history of The National Hay Association the advantages and necessity of arbitration were recognized and about the year 1904 a set of arbitration rules were adopted by the organization as a means of settling disputes among its members with less cost and more expediently than through court action. This association was the first trade organization in this country, in-so-far as an investigation proved, to adopt compulsory arbitration among its members. At the present time, three arbitration committees, consisting of three members



J. P. LARSON, FORT DODGE, IOWA

surety bonds, the handling of income tax claims, the saving in auditing rates and in furnishing corporation law service is shown as \$5.50 for each \$1 of membership cost or an investment return from these particular services alone of more than 500 per cent. In addition to the cash saving as shown by the items mentioned, the farmers elevator companies of the state have profited through the association activities such as the sulphuring oats case, marketing problems, grain grading, etc.

J. P. Larson is secretary of the Farmers Grain Dealers Association of Iowa, having held this position since 1921. For two years previous to that time he was assistant secretary of the same organization and had complete charge of the auditing and income tax department. He was born in Story County, Iowa, and spent the early part of his life on farms in Story and Humboldt Counties. Before taking up state association work he was in the Federal Government service. He has also had experience as an officer and manager of farmers companies. A greater part of his activities, however, has been in the field of public accounting and in handling corporation law matters, in which line of work he has specialized for several years.

## IDEAS FROM SOUTH DAKOTA

F. H. Sloan, secretary of the Farmers Elevator Association of South Dakota, informs us that he has been "in the movement" since 1903. "I was manager of a country station for 17 years, the balance of the time has been put in on organization work. Of course I think that the farmers' elevator movement is the only one from the grain handling end that has done the farmers any good. We are



each, geographically distributed, are available for arbitration work in the association.

In order that a common basis upon which contracts might be established, or members trade with one another, The National Hay Association adopted a set of trade rules in the year 1906. With just a few changes these Trade Rules have continued the same and are the present basis of determining settlements when controversies arise.

#### HEADED BY WAR VET

Fred K. Sale was born in Bluffton, Ind., July 26, 1891, son of James W. Sale, an ex-president of The National Hay Association. Following graduation from the Bluffton high school, he spent three years at DePauw University. Leaving college, he entered the banking business, resigning the position of assistant cashier of the Studebaker Bank, Bluffton, Ind., to enter the grain and feed business with his father, then president of the Studebaker Grain & Seed Company, Bluffton. In 1917 he became manager of the feed department of the Crabbs Reynolds Taylor Company, Lafayette, Ind. Mr. Sale entered the Second Officers' Training Camp at Indianapolis, was commissioned second lieutenant and assigned to Eighty-Eighth Division, Camp Dodge, Des Moines, Iowa. During the World War, he served a year and 10 months, of which time 11 months was



SECRETARY SALE, NATIONAL HAY ASSOCIATION

in overseas service. He was commissioned first lieutenant of field artillery just before going to France.

He re-entered the feed business as manager of the feed department of Goodrich Bros. Hay & Grain Company, Winchester, Ind., and was selected as assistant secretary-treasurer of the National Hay Association, Inc., September, 1921. On the resignation of Secretary J. Vining Taylor, July 1, 1925, he was chosen secretary-treasurer.

#### THE GRAIN DEALERS NATIONAL

Representing members' interests in Washington, D. C., during and between sessions of Congress has been a function well performed by the Grain Dealers National Association. The number of its arbitration cases continues to decline due, no doubt, to the work of the Trade Rules Committee, the chairman of which answers many trade rule inquiries. These inquiries and the answers of Chairman Mason are published regularly, and are read eagerly by prospective plaintiffs in arbitration disputes and in many instances these plaintiffs are dissuaded from prosecuting cases after they have read Mr. Mason's answers. It has become the rule rather than the exception for a prospective plaintiff to ask the chairman of the Trade Rules Committee for a decision in a hypothetical case before bringing an arbitration action. If Mr. Mason's reply is unfavorable the chances are the case will be dropped.

Many disputes that would in times past be arbitrated do not now reach the arbitration calendar.

Another reason for the decline in the number of arbitration cases is doubtless found in the fact that the members as a whole are much better informed on the trade rules. For years the association has been conducting an educational campaign so that the members would know just what was in the trade rules. This campaign is bearing fruit.

The secretary of the Grain Dealers National Association is Charles Quinn, under whose influence together with the guidance of other officers, the organization is gaining every year in membership and actual power.

(Statements from other associations not reaching this magazine in time for inclusion in this article, will appear later.—Editor.)

### GOVERNMENT CONTROLLED GRAIN OFFICE

The Roumanian Government is reported to have completed plans for the establishment of a government grain office, with the object of regulating the export grain. Roumanian grain dealers, as might be expected, are opposed to the plan which proposes to fix the prices of grain, and say that the plan will give a privilege to the farmers associations, to the detriment of the trade and in contravention of the interests of free grain trade.

### CLAIM ELEVATOR BUILDERS OVERLOOK GARNER DESIGN

The need for more careful consideration of garner construction in the many new storage building projects underway in the United States, is suggested in material submitted by J. A. Schmitz, chief weighmaster of the Chicago Board of Trade, through Secretary Quinn, of the Grain Dealers National Association.

The present campaign for proper design of receiving garners had its origin at the convention of the Terminal Grain Weighmasters National Association held at Omaha, Neb., October 10, when the following resolution was passed:

Whereas, it has come to the attention of this meeting that in new grain elevators which are being constructed in various parts of the country, sufficient attention is not being given to the proper construction of the receiving garners so that grain does not discharge properly into the scale hoppers and

Whereas, Interstate Commerce Commission Docket No. 9009 provides certain requirements and specifications for garner constructions, especially as to size of openings and pitch of hopper bottoms, therefore be it

Resolved: That the attention of elevator builders, designers and owners be called to this important matter through H. L. Goemann, chairman of the Transportation Committee of the Grain Dealers National Association.

Weighmaster Schmitz was asked by Chairman Goeman to give a clear and concise statement of the intent of the resolution. Those who adopted the resolution, says Mr. Schmitz, had in mind a betterment of garner construction that would eliminate, in large measure, the supervision necessary to insure delivery of all grain passing through garners into scale hoppers.

There is no doubt, suggests the Chicago weighmaster, that the angle of the slope for garners, prescribed in the accepted specifications for garner construction, referred to in the resolution, is more than ample for free running grain of average quality. However, when the quality of the grain is low, or when the grain contains excess moisture and does not flow freely, the greater angle of the slope of the garners bottoms prescribed in the accepted specifications referred to by the weighmasters is necessary in order to prevent the lodgment of this poor quality grain.

In the plans for a grain elevator a certain definite height is allotted for the housing of the garner, which space is based on the desired cubical capacity of the garner. Any increase in the slope of the garner bottom will of necessity take away from the cubical capacity of the garner, and if the prescribed capacity is to be retained, it will be necessary to increase the height of the cupola. This

would, of course, increase the cost of the structure, yet, "proper slopes in garner bottom" says Mr. Schmitz, "are of sufficient importance to warrant either a cutting down of the cubical capacity of the garner or increasing the height of the structure," for aside from the need for positive delivery of all the grain out of the garner into the scale hopper, in connection with accurate weights, there is the hazard of mixing grain of different kinds, due to lodgment of grain in the garners which grain later becomes mixed with subsequent lots passing through such deficient garners. This is especially true of the garners over shipping scales since they do not receive the attention given by the supervisory weighing agency to those of receiving scales.

### SIDELINES HELP TEXAS FARMERS' ELEVATOR

As has been said before in another form, the time has passed when a man with only a fair knowledge of the grain business, a reliable market connection and a conservative mind can get away with operating a successful country elevator. To really achieve success, the dealer generally has to be a merchandiser of some intelligence and handle sidelines which are in demand in his community, or he must have some special ability adapted to the grain trade. The hit or miss stage of the business was passed long ago, and a rather depressing series of industrial obituaries exist, embalmed in the minds of has-beens and in the press, commemorating these abortive attempts. Nowadays successful



PLANT OF THE FARMERS ELEVATOR COMPANY,  
WHITE DEER, TEXAS

operation of an elevator indicates *per se* that the management knows its business.

Selling at a profit means knowing something about markets and market conditions, and if you do not sell at a profit you are far better off out of the business than in it. And what is, more you will soon be out of it. It is important to choose the proper line of merchandise, but choosing well is not sufficient. Maintaining a warehouse full of commodities and assorted elevators filled with grain will not fill the bill. These must be sold at a profit, usually despite keen competition, and sometimes with the aid of considerable expenditure of both time and money. Merely selling is not the whole story—there must be a turnover at intervals not too widely separated so that profits will be eaten up. The fact that it can be done, and that the tax on the manager's ability and industry is not too excessive has been clearly demonstrated by various elevator concerns situated at widely scattered points throughout the United States. Among them are a number of the newer generation of farmers' elevators.

One such concern is the Farmers Elevator Company, of White Deer, Texas. This elevator is shown in the illustration above. It is a modern plant having a capacity of 25,000 bushels of grain. During 1926, this company shipped 350,000 bushels of wheat, and in 1927 there were shipments aggregating 200,000 bushels of wheat.

The company is capitalized at \$25,000, and deals in a number of sidelines besides the grain business. These sidelines include feed, salt, flour and coal, in all of which a profitable trade has been built up.



## A Minnesota Landmark of Progress

"Commerce Follows the Flag" and the Community Follows the Elevator—  
Comstock (Minn.) Farmers Elevator Company Benefits Home Town

By H. W. JEFFRIES

IN A recent editorial I noticed a reference to the small western elevator as "a landmark of progress," and it is not my intention to take any exception to that designation, nor is it my belief that any should be taken. If the local histories of many small towns could be examined it would be found that the elevator was the pioneer building in the community and the nucleus about which the town has grown. Very frequently the elevator with its railroad connections has preceded any particular arrangement or thought for the comfortable handling of passengers, which proves, if anything, that in the evolution and growth of small towns elevators come before depots.

Hammering the highways as I do over the western half of the country, I've come to look upon



E. M. BLILIE, MANAGER

elevators as town marks of the prairies. Certain it is that one of the first, if not the first, indications one has of the proximity of a town is the local elevator rising, as it does, head and shoulders above its lesser neighbors. And now, with the most of the pioneering done and nearly every portion of the country settled to some degree, with few exceptions a town is to be found somewhere near this link in the grain marketing chain which stands as a marker to a progressive and prosperous community. Such communities and the country at large owe a huge debt to the vision and foresight of the men who saw the needs and possibilities of a region and went ahead, often under heavy difficulties, to supply the one and develop the other.

Back in 1909, a group of such men living in or near Comstock, Minn., decided to purchase one of the elevators in that town in order to have better control of the marketing of their grain. This company was formed as The Comstock Farmers Elevator Company. The house they took over had a capacity of 25,000 bushels. It is now evident that the idea and their development of it was sound, for last year they enlarged the storage capacity of 42,000 bushels by the addition of another building. The original structure was erected by The Jenkins Elevator Company of Minneapolis and the recent addition was constructed by The Hickok Construction Company of the same city.

The present manager, E. M. Blilie, who has been associated with them in this capacity since 1923, says that wheat, barley, flax and some rye were the grains handled this year in an aggregate amount of nearly 120,000 bushels. Oats should be one of the crops mentioned when speaking of this section but this year the crop did not amount to

enough to assume any importance. The production on the grains listed was not what it should have been, he thinks, due largely to the lack of diversification and rotation practices on the farms. Comstock lies in the Red River Valley, a name that was long considered synonymous with wheat. It is an encouraging and healthy sign now to notice the large acreages given over to such crops as Alfalfa, Clover and corn. Years ago in this valley the mention of corn as a possible crop brought forth a laugh; that was something for the Iowans to raise and feed to their pigs. Thanks to the activities of agricultural colleges, it has been well demonstrated that the State of Iowa doesn't hold patent rights on the production of this cereal.

But to return to the elevator, a look inside shows the 42,000 bushels of storage to be divided among 16 bins. If both the legs are used for receiving they can handle a total of 2,200 bushels per hour but as one is generally reserved for shipping, the rated receiving and shipping capacity of this plant is half this figure or 1,100 bushels hourly. A disc machine has been installed in the cleaning department and Mr. Blilie says that prior to its installation no cleaning had been done for a number of years, as the former equipment was considered to be too antiquated to keep in repair.

A 15-horsepower electric motor, supplied by central station current from Fargo, N. D., drives the plant. This motor is belt driven and its control switch is conveniently located on the work floor.



COMSTOCK (MINN.) FARMERS ELEVATOR COMPANY'S HOUSE

Another motor of fractional horsepower is used on an Emerson Dockage Tester. The weighing equipment, supplied by Fairbanks, Morse & Co., consists of a wagon dump scale and a three-bushel automatic scale which keeps watch on the outgoing shipments.

This company, which is in the nature of a co-operative concern, operates only this one plant. They do not handle any sidelines with the one exception of coal. The neighboring country within an eight-mile radius supplies them with grain and they look to the Minneapolis markets for disposal. Chris Rehder is president and O. R. Koester serves as secretary of the organization.

### WILL HOLD CIVIL SERVICE EXAMINATION

There is an opportunity for a junior warehouse examiner (grain) to secure a Government job, according to a notice issued by the United States Civil Service Commission. Applications must be on file with the Commission, at Washington, D. C.,

not later than December 30. The date for assembling of competitors will be stated on the admission cards and will be about 10 days after the close of the receipt of applications. The examination is for the purpose of filling vacancies in the Bureau of Agricultural Economics, Department of Agriculture, for duty in Washington, D. C., or in the field, and in positions requiring similar qualifications to those mentioned.

The salary ranges from \$1,860 to \$2,400 per year. A probationary period of six months is required; advancement after that depends upon efficiency, increased usefulness and the occurrence of vacancies in higher positions. The duties will be to assist in the inspection of warehouses to determine their suitability for the storage of agricultural products, particularly grain; to assist in the determination of capacities of warehouses and amounts of stocks therein; and to perform other miscellaneous duties in connection with the administration of the United States Warehouse Act, including the preparation of reports. In the inspection of warehouses it will be necessary to analyze financial statements and to prepare clear and concise reports of varying kinds for the Government.

Full information may be obtained from the United States Civil Service Commission at Washington, D. C., or the secretary of the United States Civil Service Board of Examiners at the post office or custom house in any city.

### INTERIOR FIRE PROTECTION FOR FLOUR MILLS

By H. C. LEE  
Mutual Fire Prevention Bureau

Due to the occupancy and processes of a flour mill or grain elevator, fire usually spreads very

rapidly. Practically all fires are small at the start and since they spread rapidly must be checked when they are small if they are to be checked at all. Our records show that in general a loss is very small or it is very nearly total. For that reason there must be some first aid fire protection conveniently located and ready for use. Please notice the two requirements, namely "conveniently located" and "ready for use". Water barrels and buckets are undoubtedly the most reliable interior first aid fire equipment for a flour mill or elevator. Their use is understood by everyone and they can be made non-freezing and very inexpensive to keep up. Their use has become quite general in elevators.

To make a non-freezing solution, common salt may be used. Four pounds of salt per gallon of water should be used. However, calcium chloride is preferable to salt because the mixture does not become foul. If metal barrels with calcium chloride solution are used two pounds of ordinary lime should be added to each barrel to prevent corrosion of soldered seams. The calcium chloride (commercial 75 per cent) should be mixed with water, ac-



cording to the prevailing temperature, as per following table:

In climates where the temperature does not go below	Pounds of CALCIUM CHLORIDE for each gallon of solution
18 degrees ABOVE zero.....	2 pounds per gallon
Zero .....	3 pounds per gallon
10 degrees below zero.....	3½ pounds per gallon
18 degrees below zero.....	4 pounds per gallon
40 degrees below zero.....	5 pounds per gallon
60 degrees below zero.....	6 pounds per gallon

All that is necessary is to put the calcium chloride into the water, stirring it frequently until it is all dissolved.

Another type of first aid protection is the so-called "soda and acid fire extinguisher." Such extinguishers are useful as a supplement to the water barrel. As water is one of the ingredients with which they are filled they should not be used on electric arc fires. These soda and acid extinguishers should be protected against freezing and should be discharged, cleaned out and refilled once a year with the date of refill marked on a tag attached to the extinguisher.

The carbon tetrachloride extinguisher which is usually found in one and two-quart sizes is the

# THE AMERICAN ELEVATOR AND GRAIN TRADE

proper type for use in motor rooms or engine rooms. The carbon tetrachloride is not a conductor of electricity and consequently this type of extinguisher may be safely used on any electrical fire. These extinguishers should be tested at least twice a year. The nozzles have a tendency to corrode and the pumps to dry out and become inoperative. The carbon tetrachloride which, as stated above, is the chemical used in these extinguishers, sometimes evaporates leaving the extinguisher empty or only partly filled. To test the extinguisher, take a short stroke of the pump and if the stream is strong and full and the weight indicates a full extinguisher replace the plunger in the closed position and rehang the extinguisher.

There is another type of hand extinguisher which is especially useful around oil or gasoline. This is the so-called "foam" type which is filled with foam producing chemicals which when directed at an oil fire rapidly form a layer of foam over the top of the oil, shutting out the oxygen and thus choking out the fire.

Interior first aid fire protection is an absolute necessity in any flour mill or grain elevator. Slight precautions save great losses at a crucial time.

the cool wet season of 1919 it yielded 20 bushels per acre with 13.8 per cent protein.

Upland soils are usually better adapted to growing wheat of high protein content than river bottom lands and sandy lands, however the yield on the valley or sandy lands is often the highest. Sandy loams give up their moisture readily and are more deficient in nitrogen than the heavier types of soil, making them more productive of "yellowberry" and low protein wheat than the other soil types.

There are three general ways in which the farmer can increase the soil nitrogen for wheat: (1) by growing legumes in rotation with wheat; (2) by early preparation of the seed bed; and (3) by the application of certain nitrogenous fertilizers. The first two methods are the cheapest and most practical, especially in the greater wheat belts of the West and Southwest.

Legumes like Alfalfa, Sweet Clover, cowpeas, soybeans and Clover have the power of taking nitrogen from the air and storing it in the soil. Then when wheat is grown, following any of these legume crops, the soil is found to contain a good supply of available nitrogen which not only increases the wheat yield but its protein content as well.

The following results of an experiment at the Kansas Experiment Station show what Alfalfa will do to wheat land. In the fall of 1922 a field was divided, one part was sown to Alfalfa and the other part to wheat. In July, 1923, after the second crop of Alfalfa had been cut, the entire field was plowed and prepared for wheat, all alike. When the wheat was harvested, it was found that the half that had previously grown Alfalfa, but one season, yielded 6½ bushels more wheat per acre with 1.7 per cent more protein, than the other half of the field which had grown wheat the previous season.

The results of being able to control the quality of wheat by growing it in rotation with other crops is well shown in the following table from the Kansas Experiment Station. The average results are for a seven-year period:

Cropping System	Effect of Cropping System on			
	Yield per acre Bushels	Weight per bu. Pounds	Protein Percent	Protein per acre Pounds
16-year rotation, years Alfalfa and 1 year corn with 2 years of wheat and 1 year corn, alternating for 12 years.	19.3	54.0	15.3	169.0
16-year rotation with same as above, with 5 tons manure per acre every third year.	21.4	55.2	15.1	185.3
16-year rotation with brome grass substituted for the Alfalfa and manure.	25.1	58.4	12.1	180.1
3-year rotation of corn, cowpeas for hay and wheat.	19.2	56.8	12.8	144.2
Corn two years with wheat one year.	11.4	56.8	12.7	106.6
Continuous Wheat.	15.8	55.5	14.2	130.1

## EARLY PREPARATION OF THE WHEAT SEEDBED

Early plowing and thorough tillage are favorable to the production of nitrates in the soil. This early work keeps down the weeds and gives the heat, sunlight and soil moisture a chance to manufacture more plant food, in the form of available nitrates. Ground that is prepared late, usually grows a heavy crop of weeds before it is worked, which use up the nitrates as rapidly as they are formed, leaving very little accumulation of them in the soil.

The effect of the time of preparation of seedbed on the yield and protein content of wheat, covering a nine-year period, at the Kansas Experiment Station, is shown in the following table:

Soil Treatment	Nitrates per acre in surface three feet of soil at sowing time. Pounds	Yield at per acre Bushels	Protein per acre Percent
Plowed in July.....	113.3	18.6	14.1
Plowed in September .....	43.9	14.2	12.2
Not plowed but disked at seeding time. ....	25.8	7.9	12.1

A careful study of the above table will show that

## Factors Affecting Protein in Wheat

### How Climatic Conditions and Soil Conditions Exert Influence in Determining the Percentage of Protein in Wheat

By H. M. BAINER  
Director Southwestern Wheat Improvement Association

THE FACT that the protein content of wheat is variable makes it a problem of considerable interest, not only to wheat growers but to millers and bakers as well. Just why one wheat crop carries a higher percentage of protein than the preceding or following crop, or why the wheat from one locality is richer in protein than from some other locality, or why the protein in the wheat grown on an individual farm varies from year to year, makes the question one of considerable concern. Investigational work shows that several factors may have a direct influence on the percentage of protein in wheat, the two most important being: (1) the climatic conditions and (2) the soil conditions.

### CLIMATIC CONDITIONS HAVE MORE EFFECT

There is no question but that the climate has more to do with the protein content of wheat than anything else. Call of the Kansas Experiment Station, says, "Climate is so important that it is absolutely impossible under field conditions, in certain climates to produce wheat of high quality, while on the other hand, under other climatic conditions there is a tendency for the wheat to analyze high in protein regardless of the variety sown or the soil upon which it is planted."

LeClerc of the United States Department of Agriculture says, "Wheat of any one variety, from any one source, and absolutely alike in chemical and physical characteristics, when grown in different localities, possessing different climatic conditions, yields crops of very widely different appearance and very different in chemical composition."

Thatcher of the Washington Experiment Station presents evidence that high temperatures, during ripening, produce high protein wheat. He concludes also that the length of the period of kernel formation, rather than that of the whole growing period, determines the composition of grain. This evidence is substantiated all over the Southwest, where it is definitely known that hot weather combined with a short ripening period is more favorable to the production of high protein wheat than a long and cool ripening period.

The protein content of wheat is affected fully as much by seasonal conditions as it is by the climatic conditions. The fact that high protein wheat is produced on a certain farm or in a certain locality this year is no indication that the following crop will be of the same high quality. For example, the protein from a certain field, cropped continuously to the same kind of wheat, for 10 years, at the Kansas experiment Station, handled the same way

each year, varied from as low as 10.4 per cent one year to as high as 16.8 per cent another year. The per cent of protein for the 10 crops of wheat from this field being 16.2, 12.7, 10.4, 13.2, 12.4, 15.1, 16.8, 14.1, 15.8, and 13.5, the average for the 10 years being 14 per cent. Similar records of the protein content of the wheat produced in 17 of the leading wheat counties of Kansas, for seven consecutive years, showed that the variation in the protein content of the wheat produced on the above field at the Kansas Experiment Station, which was handled in the same way each year, is greater than the variation in the protein content of the wheat produced in an average season in any two of the 17 counties on which records were tabulated.

### SOIL CONDITIONS CONTROL PROTEIN TO CONSIDERABLE EXTENT

Nitrogen is one of the main constituents of protein, therefore the protein content of wheat is controlled to considerable extent by the amount of available nitrogen in the soil. A combination of soil and climatic conditions has almost everything to do with the protein in wheat. While the wheat farmer does not have any control over the climate or seasons, yet he can control the protein content of his wheat, to considerable extent, through his methods of soil handling. It is generally known that low protein is caused by wet seasons, sandy loose soils, lack of available nitrogen in the soil, and late preparation of the seed bed. On the other hand, high protein is caused by dry seasons, good upland soil, plenty of available nitrogen in the soil and early preparation of the seedbed.

During wet seasons, the wheat yield is usually high and unless there is a good supply of available nitrogen in the soil, the protein content of the wheat will be low. If the soil contains sufficient available nitrogen and it is not washed out by heavy rains, then both the yield and percentage of protein will usually be high. The usual result of wet years, is a high yield with considerable "yellowberry" and low protein wheat. The humid sections, therefore, usually produce lower protein wheat than those sections where there is less rainfall. That warm dry weather is more favorable to the production of high protein wheat than cool wet weather is shown in connection with the two wheat crops grown on a certain field at the Kansas Experiment Station during the years of 1918 and 1919. This field had grown wheat the nine preceding years and had been handled the same each year. In the dry warm season of 1918 it yielded 12.1 bushels per acre with 16.7 per cent protein and in



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the yield and protein content of the wheat was in direct proportion to the amount of nitrates in the soil at sowing time.

### APPLICATION OF SODIUM NITRATE

Considerable experimental work has been done during the last 15 years to determine the effect of applying sodium nitrate to various stages of wheat growth, to show its results on protein content of the crop. In the majority of these tests, the application of sodium nitrate has been made at seeding time, with little or no effect; when made in the early spring, it caused some increase, but not enough to justify its use; but when it was applied after the grain had come into the head, it invariably caused considerable increase. This increase has always been more pronounced in the eastern states than in the states further west.

### APPLICATION OF A FERTILIZER IS A DIFFICULT PROBLEM

A suitable method of applying sodium nitrate or any other kind of fertilizer to wheat under field conditions is a big problem. Practically all experimental work has been done in jars or small plots where the fertilizer could be applied direct to the soil by hand. But under field conditions there is, at present, no practical way of applying it, especially at the time the wheat is heading, without injuring the crop. To apply the fertilizer broadcast over the field would be wasteful and it would burn the green plant tissue.

### SODIUM NITRATE UNDER WESTERN CONDITIONS

The following table shows the effect of applying sodium nitrate on the protein content of wheat at the Kansas Experiment Station. The nitrate was applied at the rate of 80 pounds per acre, 40 pounds in the fall at sowing time and 40 pounds in the spring at about the time spring growth starts:

Cropping System	Sodium Nitrate added (Percent) or not	Protein Content (Percent)	Yield per acre (Bushels)	Increase on account of nitrate (Percent)
Wheat after corn.	Yes	12.30	12.33	
	No	11.30	11.83	1.00
Rotation-Alfalfa, corn, wheat....	Yes	15.16	35.17	
Wheat after corn.	No	12.65	37.50	2.51
Rotation-Alfalfa, corn, wheat.... (Plowed early)	Yes	17.39	23.33	
	No	16.10	27.33	1.29
Rotation-corn, cowpeas, wheat	Yes	12.40	33.17	
Wheat after cowpeas .....	No	11.69	31.00	0.71
Continuous Wheat, 1st. year.....	Yes	12.80	28.83	
	No	10.52	29.17	2.28
Continuous Wheat, 2nd. year.....	Yes	12.10	13.75	
	No	11.30	14.00	0.80

In these experiments it will be noticed that the sodium nitrate had the effect of increasing the percentage of protein in each of the tests but it caused very little difference in the yields. While in two of the tests, the fertilizer caused an increase of about 20 per cent in the protein yet in all of the other cases the increase from its use would not begin to pay for its cost.

### SODIUM NITRATE UNDER EASTERN CONDITIONS

As has already been stated, the increase in protein content of wheat, from the application of fertilizer is more pronounced in the East, where the land has been farmed longer, than is true further west. This is well illustrated in experimental work done at the Arlington Farm, near Washington, D. C., by Dr. Jahiel Davidson, of the United States Bureau of Chemistry and Soils.

In his work, two plots of wheat were sown side by side, under the same conditions. One plot received no fertilizer and the other received an application of sodium nitrate, at the rate of 100 pounds per acre, at the time the wheat was heading. When the wheat was harvested, Dr. Davidson said, "The sample from the untreated plot was yellow," suggesting "yellowberry," but that from the fertilized plot was brown and flinty in appearance. Chemical analysis of both samples showed that the untreated wheat contained 11.3 per cent protein and the treated wheat 14.3 per cent, an increase of 27 per cent. Commenting further on this work, Dr. Davidson said, "A new method of cultivation is being de-

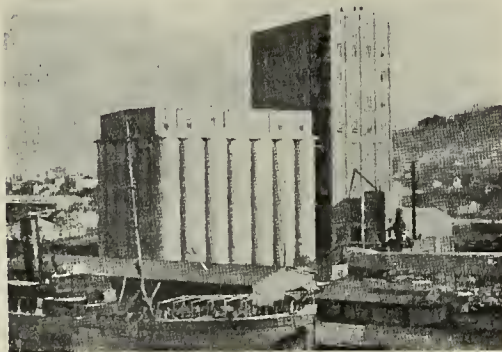
veloped by the Crop Chemistry Laboratory. Wheat in this country is generally drilled in rows eight inches apart. Our investigations have shown that the same yield per acre may be obtained by drilling wheat in rows two feet apart. The widely spaced wheat 'tillers' enough more to compensate for the missing rows. This method of cultivation of wheat would result in a saving of about 60 per cent of the seed used for planting." Dr. Davidson is not ready to say that farmers should plant their wheat in 24-inch rows, because he feels more experimental work is required.

### CONCLUSIONS

In speaking of wheat investigational work at the Kansas Experiment Station, Professor R. I. Throckmorton, station agronomist, says, "We have concluded from our investigations that the most practical method of increasing the protein content of wheat as well as the yield of wheat is to grow this crop in rotation with legumes and to practice early preparation of the seedbed. The use of nitrogenous fertilizers frequently result in a decreased yield because they stimulate growth and make the crop more susceptible to burning."

## DURBAN, SOUTH AFRICA, GRAIN ELEVATOR PLACED IN SERVICE

According to *The Engineer* of London, the hectic long drawn out construction period of the grain elevator at Durban, South Africa, was brought to a close a few weeks ago, when official trials were carried out in the presence of R. Wallace, chief civil engineer, and the local railway and harbor officials. Fifty-three 40-ton trucks of maize



IN SHADOW OF TABLE MOUNTAIN: CAPE TOWN ELEVATOR, TWIN UNIT TO DURBAN HOUSE

comprised the test load and were disposed of at the rate of one every six minutes. The total capacity of the plant is 1,500,000 bushels or 42,000 tons, of which the working house holds 15,000 and the storage annex 27,000 tons, while the full working speed is 1,000 tons per hour. The nine floors of the superstructure rise to a height of 185 feet or 28 feet above the dome of the Durban Town Hall. The first large shipment from the elevator was taken by the *Cambrian Maid*, the first vessel to arrive at Union ports (South African Union) under the flag of the new London and Continental line formed to oppose the existing shipping combine. The vessel took just over 9,000 tons.

## WAS IT A SPECIAL DEPOSIT?

By M. L. HOWARD

"I've taken the local agency for the Inland Finance Corporation, and they want me to put up the usual \$1,000 bond. Will you sign it?" the customer queried.

The customer was one of the grain merchant's best, but the latter naturally demurred.

"Why don't you get the usual bond from a surety company?" he suggested.

"Oh, you needn't be afraid," the customer assured him. "I'll deposit \$1,000 cash with you, you can deposit the cash in the bank in your own name, hold it as long as the bond runs, and credit me with the bank interest."

"I don't see how I'm running any risk that way," the grain merchant agreed, signed the bond, accepted the cash, and deposited it in the local bank, after explaining the circumstances to the cashier.

"We can arrange that easily," the cashier told

him, and handed the grain merchant a deposit slip marked "escrow account," and the deposit slip stated at the bottom that the money had been deposited in escrow as surety on a certain bond, "to be used only in case of forfeiture of the bond."

A month later the bank was insolvent, and the State Finance Commission took charge.

"I didn't have enough to my credit to worry about," the grain merchant assured himself, and demanded the \$1,000 deposit in full from the commission.

"You've got to take 'pot luck' with the general creditors of the bank," the commission assured him.

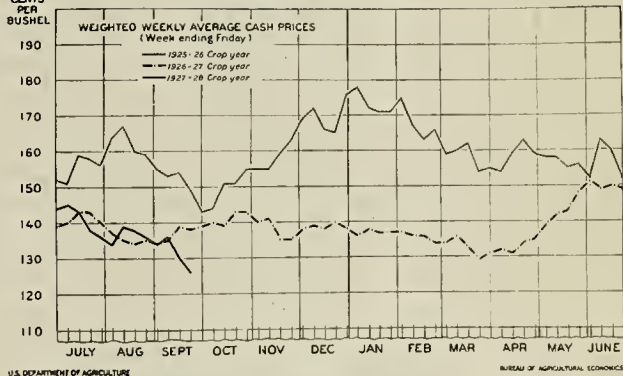
"No, this was a special deposit, I'm entitled to be paid as a preferred creditor ahead of the general creditor," the grain merchant contended, and the Missouri Court of Appeals ruled in his favor in a case reported in 253 S. W. 15.

"Under these facts the trial court was clearly justified in holding that this was not a general deposit, but was held as a special deposit, the title to which did not go to the bank, but on the other hand it was acting as a mere trustee or bailee of this fund, to be paid out to the merchant in the event that he suffered loss on account of having signed the bond, and to be checked out by him and paid back to the customer in case he was not required to pay anything by reason of having signed the bond," said the court.

## WHEAT PRICES IMPROVE

"Wheat prices have improved somewhat since reaching a low point in September," says the Department of Agriculture. The report goes on to say that the increase in the size of the world's wheat crop this year as compared with last has caused prices to fall to lower levels. The average price of all classes and grades at five markets in the United States fell to \$1.28 for the week ending September 23, which is the lowest point reached since September, 1924. Last year's low points of the year were reached early in September and late in March. The accompanying chart shows the course

WHEAT: PRICE OF ALL CLASSES AND GRADES AT FIVE MARKETS 1925-26—1927-28



### WHEAT PRICES AT FIVE MARKETS, ALL GRADES

of prices following the harvest seasons of 1925, 1926 and 1927 into September. The higher prices for the season 1925-26 were due largely to the comparatively small crop in the United States which placed some classes of wheat upon a deficit market basis. With a large crop this year and a surplus of all classes of wheat except Soft Red Winter, the average of prices in the United States this year will be largely dominated by world market conditions. The course of prices through the remainder of the year will be influenced largely by crop reports in the Southern Hemisphere, by exports from Russia, and by European demand for Canadian and United States wheats.

WHEAT production in the three Prairie Provinces of Canada in 1927 is placed at 424,312,000 bushels, according to an estimate of the *Manitoba Free Press*, which is about in line with the estimate of 432,223,000 by the Canadian Government. The *Free Press* estimates the yield in Saskatchewan at 214,158,000 bushels, Alberta at 175,028,000 bushels and in Manitoba at 35,126,000 bushels as compared with the Government estimate of 227,137,000 bushels in Saskatchewan, 168,862,000 bushels in Alberta and 36,224,000 bushels in Manitoba.





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We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

Official Paper of the Grain Dealers National Association and of the Illinois Grain Dealers Association

CHICAGO, ILL., DECEMBER 15, 1927

### FIRE AND THE WEATHER

ELEVATOR fire loss is not, like the weather, something which must be passively endured. Already the educational work done in the interest of fire prevention has reduced by 20 per cent the national fire loss for the first half of this year below that sustained in the first six months in 1926. But the further training of employes and the self-training of managers and owners of plants in the best methods of controlling fire hazards, must be continued if our fire loss is to be reduced to a point comparable to the low loss ratio's on record in other countries. In 377 American cities last year, the average fire loss to which grain handling establishments contributed their full share, amounted to \$3.35 per capita. The average fire loss for British cities is about \$1 per capita.

Sixteen out of 18 elevator fires in a recent month occurred at night, and probably over half of the resultant loss might well be credited to careless inspection of plants at closing time, lack of watchman service for large properties, and incendiarism. Fire, in such cases, is not a misfortune, but a disgrace to the owners.

### COOLIDGE, JARDINE AND CONGRESS

THE trio named above seems to constitute a mild but continual triple threat to the organized grain trade of the United States. Perhaps the best policy is to let well enough alone and not criticize the president in view of the services rendered in the matter of his

veto of the McNary-Haugen Bill last February. In his annual message released this month, however, he recommends quite heartily a Federal farm loan board with a revolving fund (a bestowal from the treasury) to build up co-operative marketing and aid in the disposition of crop surpluses. After all, there is not much to choose between this everlasting paternalism and price fixing.

Secretary of Agriculture Jardine, running true to administration form, in a speech last month, urges the centralization of co-operative grain elevator enterprises as a means of stabilizing selling prices. "Co-operatives must meet," he says in his annual report, "the competition of large and well organized business enterprises." Are the large and well organized business enterprises in the grain trade so inadequately equipped to handle grain trading that our national investments in such business must be increased or doubled? The secretary seems to have a passion to see co-operatives grow, whether the growth be naturally or artificially induced.

Congress, the third potential point of the triple threat, cannot be reviled as yet. With 4,200 bills filed already, it is more to be pitied than blamed. Yet its antics last winter were not reassuring.

### FORTIETH BIRTHDAY

FOR 40 years Winnipeg has had an organized open market place for grain, and the Winnipeg Grain Exchange, toward the end of last month, celebrated its fortieth anniversary. The development of the trade in Canadian grain in this period has been extraordinary, probably exceeding that of any country in that period. Western Canada's production of wheat has increased some 40 times in 40 years. If grain could not be satisfactorily sold it would not be produced beyond local food and feed requirements. If it could not be efficiently and economically handled, it could not be satisfactorily sold. Canada today has one of the most efficient and economical grain handling and marketing systems in the world. This system has been steadily improved and has shown itself capable of meeting all the rapidly expanding demands upon it. The organized grain trade may well today be congratulated upon its contribution to Canada's progress.

### ROOM FOR IMPROVEMENT

WHAT have grain trade associations accomplished? That is a question which is answered at length, and with a liberal sprinkling of figures in this issue. In the main, the answers received from secretaries and independent observers of the associations, were statements that reflect credit on the organizations.

It is not our intention, however, to make a blanket eulogy of all associations. Some of them do not deserve it, and the only excuse for dedicating a prose poem of praise to them would be because they're dead. In some states, the associations of farmer elevators are giving the independent organ-

izations a run for their money, not because of any divine right of co-operatives, but because the secretaries are wholly alive to the needs of the practical business units they serve.

One fact stands out from all the rest as a result of this and other association reviews: The merit of the association principle. In union there is protection against adverse rates, unsound laws, improper accounting, and unfair competition. The degree of protection and progress effected depends on the calibre of the executives and members associated.

### DOMINION PROGRESS

A BILLION-BUSHEL wheat crop in Western Canada will be seen by many of the present generation, predicts the *Financial Post*, Toronto, Ont. The grain trade of Canada is showing its faith in the future by investing millions of dollars in new elevators—both country elevators and large storage elevators. Despite the expansion of the wheat pool into the commercial arena, through the purchase, erection, or lease of grain-handling facilities, private capital continues to show its faith in the future by carrying on a program of expansion.

Study of figures showing the growth in wheat acreage and wheat production indicates why Canadian capital has this faith in the future. At the beginning of the century, Western Canada had:

400,000 people;  
500 grain elevators;  
5,000 miles of railroad;  
2,000,000 acres of wheat;  
17,000,000 bushels of wheat.

In 1927 Western Canada's record is:

2,000,000 people;  
4,500 grain elevators;  
16,500 miles of railroad;  
22,500,000 acres of wheat;  
450,000,000 bushels of wheat.

The possibilities of much greater expansion to come cannot be denied. The limit of cereal production is far beyond the present horizon. In the three western provinces there are 170,000,000 acres of good arable land, of which only 40,000,000 acres have been sown to field crops.

### SURPLUS CONTROL OVERSEAS

A SPECIAL division of the Japanese Department of Agriculture is maintained to administer the law which authorizes the government to purchase and sell rice in the open market. It is the charitable work of this department to handle rice production surpluses and thus, theoretically, stabilize prices.

L. M. Estabrook, promoter of the World Agricultural Census of 1930, recently was in Japan, and certain facts which he notes, throw some light on that always interesting phenomenon, a government in business. Mr. Estabrook was shown 13 (an ominous sounding number right off the bat) warehouses at Tokyo, valued at \$2,192,000, used to store government rice. Similar concrete houses are located at three other points, and the total official storage now is 150,000 tons. This



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tonnage is equal to about twice the total annual rice production of Japan. But the official stabilizers of rice prices are not to be caught unaware, and in Mr. Estabrook's own words: "Other warehouses will be erected in the near future." We suppose Oriental construction engineers are heartily in accord with this type of farm relief.

## EDITORIAL MENTION

Here is one magazine, at least, without a Christmas number with the inevitable and behollied Santa Claus on the cover. . . . We are, nevertheless, earnest in our wish that you enjoy a *Merry Christmas* and participate in a prosperous *New Year*.

United States wheat exporters pay 35 francs for every 200 pounds of wheat sent to France. While Lindbergh was there the rate was 18.20 francs.

Protein wheat is becoming more scarce in the Southwest, and on the theory that, after all, wheat is wheat, more attention is being paid to ordinary types.

On another page is a picture of a Cape Town elevator. Wheat harvesting is under-way in South Africa now and the metropolis on the Cape is not so quiet as it looks.

Having been successful in establishing grades for grain, the Government undertook and now has formulated standards for spinach. As far as we are concerned there is no such thing as high grade spinach.

The French duty on American wheat imports has been doubled. This is to compensate, we presume, for the generous wholehearted and duty-free reception of American wheat into France 10 years ago.

Ohio corn prices last month averaged 80 cents, compared to 69 cents in Iowa and 73 cents in Illinois. This may be irrelevant, but the farmers' co-operative marketing movement in Ohio is not as strong as in some other sections.

More grain testing laboratories for Montana and other western states are being urged. A protein percentage cannot be guessed at, and chemists with their facilities for determining that factor are essential in any grain trading community.

The New York State Elevator at Oswego, will be filled to its 1,000,000-bushel capacity this winter for the first time since 1925. The catch in this is that the rate of turnover until spring will be approximately zero, but that can't be laid to state ownership.

Along the stern and rockbound coast of New England, firms engaged in grain trading and other lines celebrate 100 and 150-year anniversaries with no little pride, and view with some haughtiness middlewestern companies announcing their paltry 25 or 50

"years of service." The Pacific Coast, however, now boasts a grain firm with direct lineage traced back just 1,000 years in round numbers. It is possible that Mitsui & Co., Seattle, Wash., view even the New Englanders as upstarts.

Grain dealers serving northwestern farmers paid \$220,000,000 for grains in the first three months of this crop year, compared to \$121,000,000 during the same quarter in 1926. There is profit for the farmer, certainly, and volume, at least, for the elevators.

A Chicago report shows that grain stocks are turned 40 times a year and that grain and steel are practically running mates in the matter of annual sales in Chicago. The trade in steel is not as brisk as in grain, the turnover figure for the former being 33.

The new grain transfer house at Cairo, Ill., is giving good service since it began operations last month. It has a capacity of 10,000 bushels per hour for "draining" the contents of cars into barges. It "takes the place" of the elevator which burned this year, insofar as it is possible for a transfer house to replace a storage plant.

Co-operative rioting instead of marketing was the course taken last month by 5,000 rice growers near Nagoya, Japan. Landowners are accused of charging exorbitant rents, and when a forcible harvesting was attempted, the justifiably irate growers of rice hastily formed a pool, it is reported, not by which to market the grain, but in which to throw the landlords' agents.

Barley exports from the Pacific Coast markets this season have been about the same as last year, but exports from eastern ports have been much heavier totaling about 19,000,000 bushels from August 1 to November 30, compared with only about 5,000,000 bushels for this period last season. The larger exports reflect the reduced supply and poorer quality of the European barley crop this season.

One of the main opposing forces lined up against unsound legislative farm relief in Washington, D. C., is the flood of other legislative proposals ready to be loosed. More than 4,200 bills have been filed already in the House of Representatives. To read the 2,100,000 words contained in them would consume eight hours a day for over six weeks. And that allows for no debate on the equalization fee issue or debenture plan.

This season's record barley crop has been moving rapidly into consuming channels at steadily advancing prices, according to the Bureau of Agricultural Economics, United States Department of Agriculture. More than 40,000,000 bushels of barley have been received since the first of August at four of the larger markets, including Minneapolis, Duluth, Milwaukee and Chicago, which is the largest movement to these markets for this period since 1912. The grain has passed almost directly into consuming or export chan-

nels, as stocks in the markets have shown practically no increase since the first of September and totaled only about 5,500,000 bushels December 1. Domestic maltsters and feeders have taken good amounts, but an active export demand has contributed materially to the market advance, which has carried prices of good malting quality grain to above 90 cents per bushel in the central western markets.

The grain commerce of the world is carried on liquids. Secretary Hoover's plan of a nation-wide network of waterways is largely based on the assumption that the water channels will add 10 cents more profit to every bushel of grain moving into the big markets. Getting down to facts, it is worth noting that the grain carried by the railroads also floats on a liquid—on that thin film of oil between the moving hub of the wheel and the stationary axle inside.

The intramural fight of railroads for long haul grain traffic now has gone to a Federal Court. The Mo.-Pac., Santa Fe, and Rock Island are seeking, through a Federal judge in Chicago, to have the Interstate Commerce Commission's order No. 2813, relating to gulf-bound grain, set aside. The Katy, C. & A., and a Kansas line are unduly favored, it is claimed, and the opposing trio of railroads now are telling their troubles to the judge.

"Hay shippers (not the public this time) be damned" evidently is the attitude of the railroads which have published seventh class rates for hay to be effective January 15. The 40 per cent increase in hay and straw rates would amount almost to a prohibition of hay and straw moving in interstate commerce over the wide central and eastern territories affected. The small tidal wave of telegraphic protests received by the Interstate Commerce Commission from shippers certainly was to be expected.

Because midnight, December 2, was zero hour for wheat cargo insurance from Port Arthur, Ont., this season, exactly 25 freighters cleared that harbor in the 24 hours preceding that time, carrying 5,900,000 bushels of wheat, and establishing a record for the heaviest grain shipment of the year. Storms since then have demonstrated the wisdom of the risk takers in setting December 2 as the final date for low rates. All vessels clearing since then have paid premiums substantially above par.

Senator Capper grieves over the fact that Argentina exported 3,500,000 bushels of corn to the United States this year, a gain of more than 2,500,000 bushels over 1926. The volume of Argentine imports can scarcely be called a menace, inasmuch as they usually represent only a fraction of 1 per cent of our domestic production. But if Senator Capper and the farmers want a steep corn tariff, let them go to it. It is hardly worth arguing about one way or the other except for those interested in it politically or academically.



H. W. DEVORE  
Toledo

# NEWS OF THE TERMINAL MARKETS

B. C. MOORE  
Kansas City

## NEW YORK SUSPENDS FUTURE TRADING

On November 21 the New York Produce Exchange announced that quotations for wheat futures from its pit would be discontinued and that no regular trading would be conducted there for the present.

For over a year the Exchange has made a valiant effort to work up a futures market in wheat and oats, with deliveries at Buffalo. Theoretically the plan seemed highly feasible, as Buffalo has large storage capacity close to export points, and a constant supply of grain for delivery. But unforeseen conditions militated against the success of the market. Some of these were: A nationwide decrease in future trading; the trading of New York and Chicago houses, stock business for New York for grain business for Chicago; consigning wheat to Europe by the Canadian Pool; and the resistance of old practices which sent grain business to Chicago. Trading in New York may be resumed at some future date, at present undetermined.

## NEW BOARD OF TRADE BUILDING IN CHICAGO APPROVED

By an overwhelming vote members of the Chicago Board of Trade on November 29 approved the proposal for a new 40-story building to be erected on the present site at the foot of La Salle Street.

Plans for the \$10,000,000 structure of Indiana limestone with a granite base on a plot having an approximate value of \$10,000,000, have been under consideration for nearly two years, and recently were approved by the directors.

Need of a new building has become more apparent in recent years because of a financial loss in operation of the old building. President John A. Bunnell said that it is estimated the new building would provide a substantial annual return from rentals in addition to furnishing immense space needed by the exchange.

Members of the Building Committee said completion of the new structure could not be determined until plans for temporary quarters, now under consideration, have been adopted. If it becomes necessary to construct a new building as temporary quarters, designed to meet the unusual requirements of the exchange, such quarters would not be ready for a year. Time required to complete the new 40-story building is estimated by the architects, Holabird & Roche, at 20 months. The property will be rented and managed by Albert H. Wetten & Co., under a 10-year contract.

Only 77 voted against the proposal, 1,044 voting in the affirmative. After the vote approving the building, the Building Committee estimated that space would virtually all be taken many months before completion of the new building, because of the great demand that has always prevailed for offices in the immediate section, and particularly in close proximity to the exchange. Albert H. Wetten said that the floors had been arranged so as to be leased in small or large areas. The bank floor is to be offered to investment banking houses, while the remainder of the first floor, after accommodating Board of Trade houses, will be rented for store purposes, and the basement offered as a cafe. The trading hall, 165 feet by 130 feet, will be located on the north side of the third floor, a daylight room with three street sides. All of the third floor space will be devoted to exchange activities. The fourth, fifth and sixth floors would also be devoted to the

exchange, except a small amount of storage area available for rental purposes. Rentable space above the trading hall will be practically all outside space.

## NEW BLOOD IN THE McCONNELL GRAIN CORPORATION

It is the course of least resistance for many young men to enter their father's office. We have even known instances where a well-to-do father found it cheaper to pay a son a good salary to keep away. But not E. E. McConnell of the McConnell Grain Corporation of Buffalo.

After two years at Lehigh University and a summer spent in traveling abroad, Wright McConnell decided he wanted to go to work and is entering the grain business which his grandfather, I. W. McConnell, founded, and his father E. E. McConnell, president of the company, has so ably conducted in recent years. But Wright is not simply stepping into a soft berth that has been reserved for him. He has been preparing himself for it in a



WRIGHT McCONNELL

way that few school boys of today take the trouble to do. During the summer vacations for five years he worked, first as a laborer in different mills and elevators in Buffalo, then taking a course in the inspection of grain and finally in the office of the McConnell Grain Corporation. So when he meets the shippers of Ohio, Indiana, Illinois and Iowa, where he is now traveling in the interest of his company, they will find him talking their own language and with an understanding of the business they would hardly expect from a 21 year old novice.

More power to Wright McConnell and our sincere congratulations to his father.

## WINNIPEG CELEBRATES

A birthday party was celebrated on November 24 on the Winnipeg Grain Exchange. On that date the exchange was 40 years old, and three of the original officers of the exchange were present to help celebrate, Sir Daniel McMillan, Dr. C. N. Bell and G. F. Galt. At the first meeting of the exchange, D. H. McMillan, now Sir Daniel, was

elected president; G. F. Galt, vice-president; C. N. Bell, secretary-treasurer. Since that day in 1887 the exchange has never ceased to function, although it was reorganized in 1908.

The exchange has been active in the development of the grain industry in Canada and was largely responsible for introducing new varieties of oats which enabled large scale production to develop. Tests of barley were made and the trade sent the results to thousands of prospective buyers with a result a demand was created which enabled production to be increased by many millions of bushels. The exchange has also been very active in its propaganda against smut, advocating the Bluestone treatment. In every emergency the exchange has been ready to serve the dealer and farmer alike.

Today the exchange is under the able management of E. W. Kneeland, president; J. A. Crowe and W. A. Murphy, vice-presidents.

## CHICAGO BOARD SEAT AT \$10,600

The announcement of a new home for the Chicago Board of Trade has had an immediate effect on the value of memberships. Within a few days of the approval of the plans for the building the price of a seat jumped from \$7,100 to \$8,600. Within a few days a new high price of \$10,600 was paid. There is an active demand for seats and it would not be surprising if new highs were registered in the near future, for the suspension of future trading in New York may create a new interest in Chicago seats by men who have been operating in New York.

## THE STOCK TICKER APPEARS ON THE COAST

All grain firms in Pacific Coast states will now have the benefits of the stock ticker if they wish. The Western Union Telegraph Company, with co-operation of E. A. Pierce & Co., of New York, is installing an elaborate system whereby tickers will be placed in all the coast cities, at a cost of about \$200,000.

Complete transactions in the stock issues of the New York Stock Exchange, the transactions of the New York and New Orleans Cotton Exchanges, the Chicago Board of Trade, including cotton quotations of that board, and for one-half hour prior to the opening and for 40 minutes after the closing of the Chicago grain market, the complete transactions in bond issues on the New York Stock Exchange, will be included in the service.

## VOLUME OF GRAIN FUTURE TRADING IN NOVEMBER

The November figures in bushels for future trading on the Chicago Board of Trade were more than 300,000,000 less than a year ago. For the whole country they were 328,642,000 less. The only grain showing an increase this year over last is corn. The total figures for the month at Chicago were 1,197,621,000 bushels, compared with 1,367,126,000 in October. The November total was divided among the various grains as follows, for the purpose of comparison the October figures for each grain being given in parentheses: Wheat, 636,816,000 bushels (722,415,000); corn, 439,685,000 bushels (549,914,000); oats, 85,447,000 bushels (60,538,000); rye, 35,673,000 bushels (34,229,000).

The average open contracts in futures on the Chicago Board for November, "short" side of con-



tract only, there being an equal volume on the "long" side, were: Wheat, 91,783,000 bushels, as against 108,933,000 in November of last year and 90,071,000 in October; corn, 77,134,000 bushels, compared with 63,758,000 a year ago and 68,679,000 in October; oats, 35,026,000 bushels, as against 50,015,000 last year and 36,353,000 in October; rye, 10,768,000 bushels, compared with 15,144,000 in the preceding year and 10,038,000 in October.

### WHEAT MOVEMENT SLOW

Movement of wheat from this territory has been practically nothing. Those who have good milling wheat in store seem to feel that they are going to get considerable more money for it and are holding on. The new crop of Winter wheat is coming along very nicely, having had plenty of moisture. It looks as though the acreage would be increased considerably over last year, in some cases as high as 50 per cent, but this increase will not make any particular increase over the average in this state. The increase is as against last year and as we all know, last year's acreage was from 35 to 50 per cent short of normal on account of the wet weather we had last fall.

Receipts of old corn the past month have not been at all large, in fact, part of the time have been very small. Prices have been holding very firm.

Movement of new corn from this state so far has been rather light and as the maturing of new corn this year was late, it is not surprising to see that the movement has not gotten under way as early as in other years when the crop matured about a month earlier. Prices on new corn in this market have held in line with other markets, and the demand for industrial purposes has been very good. We note that the movement of corn in western and southwestern markets is considerably above this state but their prices have also been holding very firm.

We look for a good industrial demand to continue here for all classes of corn, and if the receipts increase materially, we look for prices to gradually drag lower. We look for the final Government report to be about the same as the one issued last month.

Receipts of oats in all markets the past month have only been fair, and prices have advanced considerably without enlarging the movement to any extent.

We believe the oats will all be wanted and look for prices gradually to be enhanced. Prices in this market have kept well in line or above all other markets. — *Mueller Grain Company, Peoria, Ill. Market letter of December 10.*

### MINNEAPOLIS TO HAVE NEW CHAMBER BUILDING

By ALBERT W. MORSE

On January 3 wrecking of the "Old Chamber" Building in Minneapolis will start, and on the ground of this original structure of The Chamber of Commerce of Minneapolis there will stand a seven story addition to the present property, of the most modern construction, faced with brick and stone, ready for occupancy on August 15, 1928.

Plans for the building are now being prepared, and with their completion the last of December, bids for the construction and also for a \$700,000 bond issue will be called for, to be opened on January 14. Construction is to begin on February 16 or 17, as soon as wrecking is finished.

As is the case with the old building, the new structure will be connected with the main building, and this arrangement will be made on the fifth floor and on the fourth floor, where the trading room is located in the main building. The new building is to be of an "L" shape, extending 157 feet on Fourth Avenue and 132 on Third Street.

The "Old Chamber" is 44 years old, and it is fitting that after so many years of service to the grain trade, beginning as the original Chamber, it should be replaced with another structure destined to be used by the grain interests. One undesirable feature of the program is that tenants of the "Old Chamber" will have to seek temporary quarters

elsewhere, although many of them will return next August. Five-year leases have been signed for an area equal to the space of the new building. The structure to be wrecked will be vacated by the first of January.

Completion of the new addition will make the third modern building owned by the Chamber, which, with the ground, will have a total assessed valuation of \$1,950,000. The main building and the annex, together with the five lots, have a 1928 assessed valuation of \$1,250,000.

The 22-year bond issue will be serial and progressive. It is believed that the new building will pay for itself without drawing upon the other resources of the Chamber. The gross operating profit of the main building and the annex now in use is \$50,000 annually. In the summer of 1927 the last of the bond issue on the present annex was paid, thus clearing the way for the issue on the new building.

### NEW GRAIN HEAD IN OMAHA

O. E. Harris, who was recently elected president of the Omaha Grain Exchange, is a Nebraska product and has spent his entire business life in the grain trade. He was born on a farm near Ashland and in 1904, the year that the Grain Exchange was organized, went to work for the Westbrook-Gibbons Grain Company, which two years later was taken over by the Trans-Mississippi Grain Company.

Mr. Harris stayed with the new organization, be-



O. E. HARRIS

coming manager of the consignment department in 1908, and later treasurer. At the present time he is vice-president of the company and head of the wheat, rye and barley department. He was elected a director of the Omaha Grain Exchange in 1925, after serving for several years on some of the most important committees.

Mr. Harris says there are no high lights, nothing spectacular in his career. Many of the most successful men have no great crises to recall. Their history is of responsibilities accepted and work well performed. Mr. Harris is one of these, and the Omaha Exchange is to be congratulated on having such a man to serve it.

### CORN OUTTURN UNCERTAIN

The first three days of the present week presented us with another big batch of moisture, the writer does not recall a time in recent years when more and larger ponds, now frozen over, existed in wheat fields and corn fields than do today. Rivers and creeks are out of their banks and covering the bottom lands. Following these rains came the storm of last Wednesday night with a roar and a speed of an express train, accompanied with zero temperature for that night only.

You can imagine the difficulty of making much progress gathering the corn crop under such circumstances; few farmers were able to shuck more than two days during this week. We learn of one

good sized farm south of Decatur, where not an ear of the 1927 crop has yet been cribbed, while some sections of Illinois north of us have the most of this work done; a fair guess would be 50 per cent or more of this crop has now been harvested in Illinois. While the estimates published by the experts this week were lower than last Government report, they look plenty high for Illinois to us, at that, as further shucking reports from different localities average lower than previous estimates.

The offerings of corn for either present or future shipment are very light. Some growers are holding off hoping Uncle Sam, through Congress, will boost the price, while everybody has room to crib their crop without building more room and are willing to hold until they may secure better grades and less discounts; at any rate there is slim prospect for a corn movement of consequence until after the holidays.

Advancing prices bring out a few oats from time to time; the better kind are eagerly sought for.—*Letter of December 10, from H. I. Baldwin & Co., Decatur, Ill.*

### DEMAND FOR GRAIN GOOD

About one-third of our corn has been husked. Reports from almost every farmer estimate yields from 10 to 25 per cent less than were expected. That is, where 50 bushels were expected, 25 to 30 bushels is about the average. Many fields are only making 15 to 25 bushels. Up to the present it looks like the quality is above the average as there is very little damaged corn. It will be necessary to ship in corn to feeders and farmers in certain sections over the state.

Wheat looks good. Much of it, however, like the corn crop, is under water in the low ground. There may be some smothered out by ice and water.

Demand for all kinds of grain is good at the present prices. Farmers are selling grain only where absolutely necessary which makes the buyers more keen.—*Crabbs Reynolds Taylor Company, Crawfordsville, Ind. Market letter of December 10.*

### WHEAT STOCKS DEPLETED

A scattered small mill demand has absorbed all of our wheat receipts and has very much depleted elevator stocks. The premiums on cash wheat will undoubtedly advance at Cincinnati unless there is an unexpected increase in receipts, or a rapid falling off in demand.

Receipts of new corn have been inadequate to supply the local demand. We will have a light crop with quality considerably better than last year.

Oats receipts have been exceptionally light. The demand fair. Elevator stocks depleted.—*The Early & Daniel Company, Cincinnati, Ohio. Market letter of December 10.*

### NEW PHILADELPHIA BUCKWHEAT GRADES

On November 22 the following grades for buckwheat became effective on the Commercial Exchange, Philadelphia, Pa.:

For the purpose of these standards, buckwheat shall be at least 75 per cent of buckwheat of the varieties Japanese and/or Silver Hull.

No. 1 buckwheat shall be cool, well matured, sound and clean.

No. 2 buckwheat shall be cool, well matured, commercially sound and commercially clean.

No. 3 buckwheat shall be cool, reasonably sound, reasonably clean and shall have no commercially objectionable odor. It shall be free of stones, cinders, sand, and particles of soil.

No. 4 buckwheat shall be cool, but may be musty and may contain slightly damaged buckwheat. It may also contain sticks, straws, seeds and other foreign material in excess of that permitted in No. 3.

Sample grade buckwheat shall be all buckwheat which is heating, hot, sour, badly damaged, infested with injurious insects, or is otherwise unfit for any of the numerical grades.

Tough buckwheat shall be all buckwheat having a moisture content of over 16 per cent, but not exceeding 18. All such buckwheat shall be graded



and designated according to the grade requirements of the standards applicable to such buckwheat if it were not damp, and the word "damp" be made the first word of the grade designation.

All buckwheat containing in excess of 23 per cent moisture shall be classed sample grade (excessive moisture).

Cool and merchantable buckwheat—All buckwheat graded Tough No. 3 or better shall be considered cool and merchantable.

Upon request the percentage of each variety shall be stated on the certificate of inspection.

### NOT MUCH DOING

There isn't a whole lot of information that we can give you in regard to the Indianapolis cash market condition as our receipts are very light. Only an occasional car of wheat arriving but it is selling at as good a price in relation to the option as it has sold for so far this season. This is for good Soft Red Winter wheat.

Oats receipts light with good demand and prices figure well in relation to the option.

Our corn receipts are about half new and half old corn with an excellent demand for the old corn and new corn being picked up at what we consider wonderful prices for high moisture corn and this condition will, no doubt, continue until receipts get much heavier. It is just a question as to whether we are ever going to get a big run of new corn in market.—*Cleveland Grain & Milling Company, Indianapolis, Ind. Market letter of December 10.*

### A JAPANESE WHEAT TRADING HOUSE

The application of the Mitsui & Co., Ltd., of Seattle, Wash., for membership on the Seattle Grain Exchange and the unanimous approval of the members of that organization of that application, has brought the interesting history of the old Oriental company to light. The company has long been an important exporter of Pacific Northwest and Canadian wheat to the Orient. The house of Mitsui is composed of 11 constituent families whose combined holdings are controlled through the holding company, Mitsui Gomei Kaisha, of which Dr. T. Dan is the managing director. Baron Hackiroomon Mitsui is the present head of the family.

The genealogy of this historic Japanese family extends back 1,000 years, and the foundation of the present corporation was laid by Hachirobel Mitsui over 200 years ago. The business has since been reorganized and the trading company incorporated as the present Mitsui Bussan Kaisha, Ltd., of Mitsui & Co., Ltd., as the firm is known outside of the Orient.

The Mitsui family is also interested in banking, a trust company, mining, manufacturing, warehousing and insurance. Branches of the company are in nearly all the important ports of the world. In this country there are branches at New York, San Francisco, Seattle and Portland.

### CHANGES IN MEMBERSHIP

*Baltimore.*—The following were elected to membership in the Chamber of Commerce: Theo. A. Steinmueller, George T. Hollyday, Vogal Helmholtz, Chas. B. Swindell, E. A. Greenwald, Benj. Y. Martin, W. P. Veit, A. T. Hoen, Dan A. Sprosty, Robert J. Fields, Wm. T. Levitt, John V. Nicodemus.

*Chicago.*—The memberships of the following on the Board of Trade have been transferred: James D. Williams, Perry E. Gregory, Walter N. Jacobs, Estate Charles T. Trego, Harry D. Richeson, Estate Oliver A. Olmsted, and Lee W. Pardridge. New members on the Board are George C. Lambert, Eliot W. Mitchell, Augustus L. Searle, Martin Johnson, Putnam D. McMillan, Frederick J. Herzog, Eugene M. Stevens. S. Percy Buchanan, Gray Silver, Hamilton K. Wilbur and Robt. J. Zorge have been suspended for non-payment of membership dues. Reported by Secretary James J. Fones.

*Duluth.*—M. G. McQuade is a new member on the Board of Trade. Reported by Secretary Charles R. MacDonald.

*Kansas City.*—Soma Peto of B. C. Christopher &

Co. has been elected to membership on the Board of Trade on transfer of the late W. M. Sloan.

*New York.*—New members on the Produce Exchange are: Miller G. Belding and W. L. Anderson and Richard W. Capps who formerly held associate memberships. New associate members on the exchange are: Richard N. Davis, John A. Galanos, John H. Simon, James F. Stuart, Leo F. Tighe.

### CHICAGO NOMINATIONS

Samuel P. Arnot, one of the most widely known men on La Salle street, on December 8 was nominated for president of the Chicago Board of Trade to succeed John A. Bunnell who will retire after two years in office early in January.

Mr. Arnot, who has been a member of the exchange for 27 years, has served as director, as executive vice-president, and for two years has been chairman of the Cotton Committee and was active in the establishment of the cotton market which has had a remarkable growth in the past year. He is with Clement, Curtis & Co.

John C. Wood, now a director, was nominated for vice-president.

Directors nominated for the three year term were John H. Jones, Kenneth S. Templeton, Edwin J. Kuh, Jr., Frederick G. Miley, who is just concluding



SAMUEL P. ARNOT

a three year term, Colonel E. L. Roy, and George A. Koehl who will fill the vacancy created by the retirement of Mr. Wood who had one year yet to serve as a director.

Committee of Arbitration: Michael Necas, J. H. Wheeler, Richard Gambrill, Jr., D. H. Annan, John J. Coffman.

Committee of Appeals: Wm. C. Jacob, Walter Metcalf, Caleb H. Canby, Chas. A. Rohde, Wilbur McWhinney, Herbert McNamee (for one year to fill vacancy caused by resignation of Kenneth S. Templeton).

Nominating Committee: John A. Bunnell, J. C. Murray, Benj. R. Brown, J. R. Leonard, Geo. T. Carhart.

President Bunnell declared it is one of the strongest tickets nominated in recent years.

### NEW GRAIN EXCHANGE IN SOUTHERN AFRICA

A new exchange has been opened at Johannesburg, South Africa, called the African Produce Exchange, to provide facilities for trading in Green's Building, to get quotations from the leading markets in North and South America and Europe, and to regulate trading in grain, seeds, cotton and sugar. The first 75 members are entered without fee. The objects of the exchange and the rules are as follows:

- (1) To provide world news to the members on the Grain, Seeds, Cotton and Sugar.
- (2) Selling prices among members are understood less  $\frac{1}{4}$  per cent.
- (3) Members are required to register Contracts as per Clauses 7 and 8.
- (4) As soon as any Contracts are closed out by purchase and sale, member's account is made up and immediately settled.

(5) Members to pay a subscription of £ 1/- per annum.

(6) Minimum quantities transacted 50 tons.

(7) A margin of 5/- per ton is required to be deposited by sellers and buyers with the Exchange in respect of all transactions except transactions of South African Maize for local delivery for the current and/or following month.

(8) Registration fee payable by buyers—5/- per 50 tons.

(9) The Exchange Room is open from 10:15 a. m. until 11 a. m. and from 4 p. m. to 4:30 p. m. on every week day.

(10) Members executing orders on behalf of Non-members are entitled to charge the said Non-members half per cent for sale or purchase as the case may be.

(11) All purchases of local African grain basis payment in Johannesburg.

### KAFIR EXPORTS FROM TEXAS

Fort Worth grain exporters, the latter part of November, sold 20,000 pounds of kafir corn to German buyers for immediate shipment. German brewers and distillers will use the kafir to make beer and distilled liquors. Kafir brings a price of around \$1.38 per 100 pounds delivered on board ships at Houston or Galveston. Some milo has also been sold to Germany to be used similarly and at a smaller cost. Fort Worth is the first grain center to develop a market for these grains which have been perfected by Texas plant breeders.

### GRAIN SHIPMENT FACILITIES GOOD

Receipts of corn in this market have been composed mostly of old crop corn up to this time. Some dried new corn arriving but the trade seems to prefer the old crop.

However just as soon as weather conditions are more favorable for the handling of new and natural dried corn there will be a demand for it. Very few cars of natural new corn arrived in this market so far. The values on spot here are well in line with the western quotations and in fact are bringing a premium over card bids.

Stocks here are only fair and consignments should meet a good demand.

The demand for oats has been slow and receipts have been light. Fair stocks in elevators here have a tendency to supply the little demand that has existed.

The market, however, continues strong and upward tendency and shipments of all grades of oats can be encouraged at this time. The demand is expected to be light until after the new year.

Transportation of grain is good, there being no delay and shipments arriving quickly. We mention this for the benefit of any of the country shippers who may desire to forward natural corn to this market. Such corn should be consigned for Pennsylvania lines delivery only.

No. 2 or No. 3 corn should be well cleaned and car number furnished the receiver here immediately so that it can be traced through the drier here.—*Harper Grain Company, Pittsburgh, Pa. In letter of December 12.*

### FEEDS AND SUB-ZERO WEATHER

Sub-zero weather has precipitated an unusually good demand for feeds in this territory. Country arrivals of feed grains are meeting with ready sale. Highest premiums on the crop are now being paid for the heavy test weight oats. Best information obtainable indicates that consumers have no large supplies on hand. In view of that condition a healthy feed trade is expected during the balance of the winter.—*White Grain Company, Minneapolis, Minn. From letter of December 12.*

### NOT MUCH GRAIN IN STORAGE

With lake navigation just about closed for the season, there are lesser quantities of corn and oats in storage at this port than for several years past at this season. As a good healthy demand exists for both grains and the movement from the country to this market is very light, a rapid depletion of existing stocks is expected. A large all rail business is looked for during the winter months, and as the territory east of Chicago, which is naturally tributary to this market, is not expected to ship



any great quantity of corn from this crop, the eastern trade will no doubt be obliged to secure quite a portion of their supplies from points further west where the surplus exists.

Large feeding operations throughout the East will make for an excellent demand during the coming months, and a record business is looked for in this market for the first quarter of the new year.—*J. G. McKillen, Buffalo, N. Y. Market letter of December 12.*

### CORN HOLDS STAGE AT PEORIA

The Peoria corn market has been running along in about the usual fashion. During the month the arrivals of new corn have increased quite materially and during these days about two-thirds have been new and balance old. Prices have kept well in line with other primary markets and the demand here for our local industries is still about 75,000 bushels daily, there having been no great changes in the runs. There has been some demand outside of Peoria for the new corn for drying purposes. The old corn has been wanted in a somewhat limited way for interior Illinois points for feeding purposes.

We have, however, been out of line for sometime on eastern shipments and this is the situation right now. However, there has been no trouble here in finding buyers for all the corn that has arrived and the stocks in store have been slowly reduced and are now a little less than 200,000 bushels. It looks to us as if the corn industries would be running rather strong and we expect the Illinois shippers to come pretty near supplying their wants.

However, there is some corn coming daily from trans-Mississippi points and a very little from trans-Missouri points. We imagine that with favorable weather for moving the corn at country points that arrivals will increase here—especially from Illinois. There is plenty of corn offering from West of the Missouri River but it is a little too high to compete with the Illinois corn.

The oats market has been running along rather smoothly with prices about in line with other primary markets. The arrivals have been light corresponding with light arrivals everywhere. More oats could be handled here than are coming and at prices that are in line. There is a continued good demand for all of them.

There is nothing of consequence doing here in wheat.—*P. B. & C. C. Miles, Peoria, Ill., in letter of December 12.*

### TERMINAL NOTES

Wolcott Blair is now associated with Clement Curtis & Co., of Chicago, Ill.

E. H. Mackenzie has applied for the privilege of again trading on the Chicago (Ill.) Board of Trade.

The license of the Armour Grain Company under which it was operating in the province of Manitoba has been cancelled.

Gray Silver has been suspended from the Chicago Board of Trade for non-payment of dues. He was associated with the formation of the Grain Marketing Company.

The Los Angeles Grain Brokerage Company has started in business at 619 I. W. Hellman Building, Los Angeles, Calif., with C. E. Wilson as manager. R. E. Robey is sales manager.

Carl Eddy has resigned as manager of the Norton, Kan., office of Goffe-Carkener, Inc., grain commission merchants. He is succeeded by Harry Lewis, who was his assistant.

J. L. Overlock who was formerly comptroller and director of the Armour Grain Company of Chicago, Ill., is now treasurer of the Studebaker Corporation, succeeding N. R. Feltes who resigned.

The rules of the Duluth Board of Trade have been amended so that the sampling charge at Duluth will be paid by the grain shippers. The sampling fee at present is 50 cents a car and is paid by the receivers.

C. W. Lonsdale has been appointed as one of a special committee of the United States Chamber of Commerce to consider the report of the business

men's commission on agriculture and recommend what action the chamber should take with respect to it. Mr. Lonsdale is president of the Simonds-Shields-Lonsdale Grain Company of Kansas City, Mo.

W. C. Goffe is now vice-president in charge of the agricultural department of the Kansas City (Mo.) Chamber of Commerce. Mr. Goffe is associated with Goffe & Carkener and was once president of the Chamber of Commerce.

B. H. Wunder has been appointed a member of the Flour Committee of the New York Produce Exchange to fill the vacancy caused by the death of John O. Wade. Mr. Wunder is connected with the Harry E. White Company.

C. O. Mooney is now manager of the Salina, Kan., office of the Goffe-Carkener Grain Company, succeeding the late S. M. Stanford. He has been with the company for seven years, and was formerly manager of the Dodge City office.

Frederick Holdsworth, a Boston real estate operator, has bought the old Boston Chamber of Commerce Building, now known as the Grain & Flour Exchange Building. The grain exchange occupies the third floor of the building.

It has been brought to our attention that the Broker-Lydiard-Hatch Grain Company, grain commission merchants of Minneapolis, Minn., has not changed its name to the Broker Grain Company, as was announced in our issue of October 15.

Frank P. Blodgett is now associated with the Ernst Davis Commission Company, Kansas City, Mo., as vice-president. He has a membership on the Board of Trade. Mr. Blodgett was formerly vice-president of the Nye & Jenks Grain Company.

D. F. Piazek has been re-elected president of the Kansas City Club. He was former manager of the Kansas City office of the United States Grain Corporation and for many years a member of the Board of Trade. He has been out of the grain business for several years.

The Board of Directors of the St. Louis Merchants Exchange decided to take up 50 memberships on the exchange during 1927 by presenting them for purchase and cancellation for \$100 each. Eighteen certificates of membership were just recently presented in this way.

The following rule was recently adopted by the Board of Directors of the St. Louis Merchants Exchange: "On all grain on track or out of elevators, bought basis Federal appeal, the buyer shall pay for the Federal appeal inspection, unless agreed to the contrary at time of sale."

The deal in grain and seed, the Goldsborough Bros., Inc., has been incorporated at 206 Chamber of Commerce Building, Baltimore, Md. Louis P. Goldsborough, Anna G. Tapley and Edgar A. McCauley are interested in the company, which has capital stock of 1,000 shares, par value \$10.

Two amendments have been posted on the Chicago Board of Trade: One changing the hour of the annual election and the other making it mandatory to purchase memberships at \$7,000 instead of \$6,000, and to devote the proceeds of the transfer fees to retirement of memberships only.

J. S. Paterson has resigned as manager of the Merchants Exchange of Portland, Ore., and the office has been abolished. Hereafter the exchange will maintain a grain and statistical and marine divisions. J. J. Lavin will be in charge of the grain division assisted by Fred W. Clark. The marine division will be under the supervision of D. J. Fraser, assisted by Howard S. George.

Election on the Kansas City Board of Trade takes place on January 3. The following Nominating Committee has been appointed: C. W. Lonsdale, B. L. Hargis, S. S. Carlisle, Harry G. Randall, and O. A. Severance, chairman. C. M. Hardenbergh is president and J. A. Theis first vice-president of the exchange.

Montgomery & Tompkins of Indianapolis, Ind., have dissolved, F. P. Tompkins retiring from the firm. F. M. Montgomery, who has been a member of the firm since its organization 14 years ago, will

continue under the name of the F. M. Montgomery Grain Company at 526 Board of Trade Building, Indianapolis, Ind.

The Harris-Winthrop wire at Omaha, Neb., has been installed by the Scoular-Bishop Grain Company and the offices have been moved to permit handling of the increased business. This wire connects with the Scoular-Bishop's other private wires throughout the west and gives direct service to Chicago and Kansas City.

Members of the Buffalo Corn Exchange have voted to request a rate of 10½ cents on wheat from Buffalo to New York for export, with comparable rates on other grains and the existing differential to Philadelphia and Baltimore. The millers will ask for the same rate on flour mills for ex-lake wheat for export as that applying on wheat.

Dean, Onativia & Co., Chicago, Ill., who failed more than two years ago have made a settlement. Chicago creditors who held five-year notes are to get 16 cents on the dollar. New York creditors holding two-year notes are to receive 31 cents and the balance in preferred stock of the Rosenbaum Grain Corporation. Each group had claims of \$1,250,000, a total of \$2,500,000.

A proposal has been made by the Markets Reports Committee and the Board of Directors of the St. Louis Merchants Exchange for changing the method of quoting feedingstuffs, and particularly wheat feeds, which would better reflect, the committees believe, actual values. It is proposed to quote only feeds that are purchased to come in or sold for delivery in St. Louis and East St. Louis switching limits or feeds sold to arrive. No quotations will be recorded on sales, f. o. b. country mills, located outside of the St. Louis limits; no nominal values, offers or bids in the absence of actual sales shall be quoted; no direct sales made for shipment to out-of-town points shall be reported.

### RIVERSIDE ELEVATORS

By H. W. SEAMAN

Former Member Inland Waterway Board

Last year at the annual convention of the Mississippi Valley Association a resolution was adopted favoring the construction of elevators by the Government at rail river crossings on the upper Mississippi, to help the farmers as well as the barge line. This resolution is the identical resolution formulated by the Iowa Bankers Association. I am pleased to state that at the annual convention of the M. V. A. at St. Louis last month a resolution was adopted as follows:

As a constructive measure for farm relief and as a necessary part of the machinery of barge operation we believe in the plan proposed by the Iowa Bankers Association and heretofore approved by the Mississippi Valley Association, to the effect that the Government erect large capacity grain elevators or commodity warehouses, as may be required—to be operated under the Division of Warehouses of the Department of Agriculture, at the main line rail crossings of the Mississippi and other rivers as soon as suitable for barge operation.

I have read with much interest the article by Harvey J. Sconce in the November 15 issue of the AMERICAN ELEVATOR AND GRAIN TRADE entitled, "A Study of Gulf Facilities Available for Handling Midwest Grain". I notice Mr. Brent is quoted as favorable to the ownership of riverside elevators by the barge line. In my judgment it would be far preferable if they were owned by the Government and operated by the Department of Agriculture under its Warehouse Division. It is not expected that all of the grain lodged in these elevators will move by the barge line. These elevators would be for large scale deposit of surplus grains to be moved either by rail east-bound for domestic consumption or export through Atlantic ports, or by barge or rail to the gulf. Farmers object to the ownership of this type of elevators by grain dealers or by transportation agencies, whether rail or barge. To have them owned and operated by a neutral agency such as the Agricultural Department would remove all objections the farmers or grain dealers could have to opportunities for the manipulation of their grain by warehousemen.

The bankers are interested in this project from



a two-fold angle, i.e., in the lessened cost of transportation to the farmers, and the use of bonded warehouse receipts for borrowing purposes.

Congressman F. D. Letts, of Davenport, Iowa, with the assistance of experts from the Department of Agriculture, has prepared a bill covering this feature which he expects to introduce at the current session of Congress.

## TRADE NOTES

The illustration of the car dump used in the Port Richmond, Philadelphia story in our last issue was of another dump illustration which was substituted by mistake. The Link-Belt Company of Chicago furnished the dump in the Port Richmond Elevator.

The Weller Manufacturing Company of Chicago, shipped about 75 carloads of equipment this fall to Philadelphia, to be used in the Port Richmond Elevator, owned by the Philadelphia & Reading Railroad. This equipment consisted of trippers and other machinery, sheet metal work and spouting.

Even for old and experienced elevator men it is somewhat staggering to learn of the vast quantities of material that is used in a modern elevator of the capacity that is required at large terminals. For instance in the Philadelphia Grain Elevator Company's plant known as the Port Richmond Elevator, Philadelphia, there are over seven miles of anti-friction conveyor idlers furnished by Sprout, Waldron & Co., of Muncy, Pa.

The Wolf Company of Chambersburg, Pa., has a bulletin, 227, which describes the new model single cylinder Wolf-Dawson Washer and Drier. It is said that the new model gives better results than the two-cylinder model which the company has made for a number of years, and requires only half as much power and upkeep expense. The washer is highly endorsed by many mills and the new bulletin might interest you.

Elevator owners are slowly waking up to the possibilities for profit in grain drying equipment, although losses on grain going out of condition each year are still very high. The Hess Warming & Ventilating Company of Chicago, reports five elevators now adding Hess Driers to their equipment. It is interesting to note that these elevators represent every section of the country, Eastern Seaboard, Central West, the South, and the Pacific West.

A change in name is reported from "Eastern States Buttermilk Egg Mash" to "Eastern States Milk Egg Mash" to make it possible to include dry skim milk. In this connection the publication of the Eastern States Farmers Exchange says: "Powdered skim milk has become a very popular poultry mash ingredient . . . because of the feeding quality contained in the skim product. Skim milk contains much more milk sugar . . . and is effective in keeping down coccidiosis." For bulletins on poultry or calf raising, or information on human food uses, write American Dry Milk Institute, Suite 718, 160 No. La Salle St., Chicago.

## RECENT RANDOLPH DRIER INSTALLATIONS

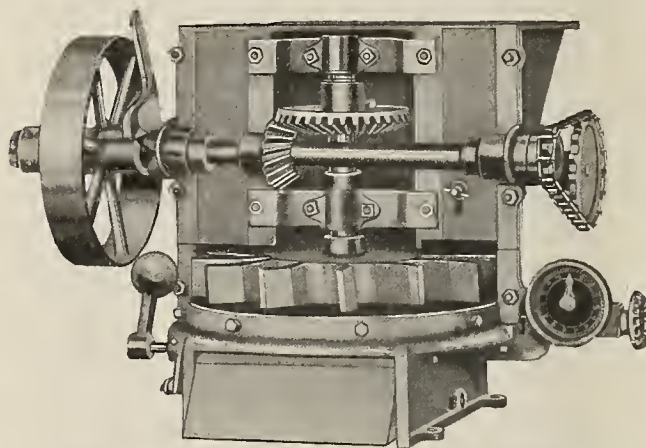
The following companies have recently installed Randolph Direct Heat Driers, made by the O. W. Randolph Company of Toledo, Ohio: Myers Grain Company, Lockbourne, Ohio; J. A. Havey, Elkhart, Ill.; Sullivan Grain Company, Sullivan, Ill.; Furr & Cohee, New Richmond, Ind.; Davenport Elevator Company, Davenport, Iowa; Flanley Grain Elevator, owned by the Chicago, Burlington & Quincy Railroad, Council Bluffs, Iowa; Richard Burn of the Dakota Improved Seed Company, Mitchell, S. D.; McMillen Company, Fort Wayne, Ind.; Crabbs-Reynolds-Taylor Company, Crawfordsville, Ind.; Cargill Elevator Company, Superior, Wis.; Electric Elevator, Fort William, Ont., owned by Boles Grain Company, Ltd.; National Elevator

Company (Davidson & Smith plant) Fort William, Ont.; Standard Elevator Company, Winnipeg, Man., at Melville, Sask.; Northwestern Elevator, Fort William, Ont.; Reliance Terminal Elevator Company, Fort William, Ont.; Garman Grain Company, Delphos, Ohio.

## A NEW PERCENTAGE FEEDER

Manufacturers of mixed feeds will be interested in the Monarch Rotary Percentage Feeder, perfected and patented by Sprout, Waldron & Co., Muncy, Pa. This new feeder is claimed to feed all kinds of feed stuffs uniformly, accurately and continuously, all of which are most important for the economical manufacture of feeds. The machine is cylindrical and fitted with a wing-shape feed chamber, and is claimed to require small space for installation. The operation of the machine is described as follows:

Stock enters the feed hopper and is picked up by the revolving horizontal measuring wheel, which is automatically filled as it passes through the stock in the hopper and levelled off as it goes into the discharge chamber. The filled measuring wheel carries the stock to the discharge opening where just the amount the discharge is set for falls perpendicularly into the conveyor underneath the



MONARCH ROTARY PERCENTAGE FEEDER

feeder. The special design and method of moving the stock keeps the discharge covered and discharging in a steady and continuous stream. The feeder has a wide capacity range and by regulating the numbered dial wheel can be set to feed many different products in any size stream ordinarily required for feed mixing. All are the same size and easy to install.

Some of the interesting construction details claimed for the new feeder are: Heavy all iron and steel construction; ball bearing application on the measuring wheel shaft; positive bevel gear drive; convenient hand wheel adjustment that regulates discharge; alemite fittings. Chain drive agitator makes the machine unchokable and keeps the stock flowing continuously. A clutch is used for starting and stopping the machine. Each feeder has a percentage valve and is always the same height. They can be operated singly or in a battery, and no master drive is required. Operation is smooth and noiseless.

A new bulletin giving complete details and information has just been prepared and can be secured by writing to the address above.

## WHEAT DISAPPEARANCE DATA

Allowing for wheat used for seed, livestock feeding, waste, loss in milling, as well as for human consumption, the per capita disappearance of wheat in the United States has been put at 5.7 bushels by the United States Department of Agriculture. The corresponding figure for Canada is 12.2 bushels, the highest of any of the 27 countries for which data is given. Japan is lowest with only eight-tenths of one bushel of wheat as the annual per capita disappearance.

Eleven countries equal or exceed the United States in the matter of wheat disappearance per capita. The figure for France is eight bushels;

Italy, 7.9; United Kingdom, Uruguay, and Chile, 5.7 bushels each; Australia, 7.2; Spain, 6.4; Argentina and Bulgaria, 5.9 bushels each; Mexico, 3.9; Sweden, 3.1; Russia, 2.1 bushels.

## "UNKNOWN" GREATEST FIRE HAZARD

In the December 1 bulletin of the Mutual Fire Prevention Bureau, the greatest hazard for both flour mills and grain elevators is the "unknown" fire hazard. In this bulletin a total of 25 fires is recorded, with 19 occurring in elevators and six in flour and feed mills. Of the 25 fires, 12 were of unknown cause. On these 12 fires approximately \$176,240 were paid.

For the remaining 13 fires, lightning claimed three; locomotive sparks, two; and the following one each: Kerosene oil used in starting fire in stove; spontaneous combustion; backfiring of gasoline engine; smoking; non-standard brick chimney setting fire to partition; electric motor fire; short circuit in lighting fixture; and choked elevator.

## GRAIN FROM THE PRAIRIES POURS INTO COPENHAGEN

Grain and flour are two of the principal commodities shipped in the seven steel cargo steamers of the American Scantic Line, a part of the United States Merchant Marine. During the calendar year of 1926, 25 voyages of about 10,000 miles each were completed over this line which drains the prairies of their grain through six Atlantic ports.

The accompanying illustration shows the 7,825-ton steamship *Argosy* of the American Scantic line, discharging grain at the free port of Copenhagen, Denmark. When a ship is bound for the Baltic with grain or grain product parcels for several different destinations such as Stockholm or Danzig, Copenhagen frequently is used as a port of transshipment. Grain discharged there is free of import levies, and the excellent storage facilities there permit rapid discharge.

Portland, Me., Boston, New York, Philadelphia,



DISCHARGING U. S. GRAIN AT COPENHAGEN

Baltimore, and Hampton Roads are regular points of origin for grain cargoes bound for the Danish free port.

*Editor American Grain Trade:*—Enclosed find renewal for AMERICAN ELEVATOR AND GRAIN TRADE. Wouldn't think of doing without this good trade paper. We have a wonderful crop of good quality corn, average 40 bushels and almost perfect in quality with exception of high moisture at present; but will have lots of No. 2 corn to move on this crop. Lots of hogs in country, and 40 per cent of wheat; more oats than usual. A. L. BURROUGHS, Rockford, Neb.

THE lower court's decision in the case of the Federal Government against the Kellogg Elevator at Buffalo has been upheld in the recent decision of the United States Supreme Court which denied the Kellogg company's application for a writ of certiorari in the case The Kellogg Company was fined \$1,000 on each of 11 indictments charging violation of the Elkins' Act by granting rebates on grain handled through the company's Buffalo elevators. A number of their cases are involved in principle in the action in which the Government so far has won.



LINK-BELT GRAIN CAR  
UNLOADER

By E. H. KIDDER

The grain car unloader recently installed at the Wabash Railroad Company's new grain elevator located at North Kansas City, Mo., has been handling grain daily since July 1 to the entire satisfaction of both the Wabash Railroad Company and the Nye Jenks Company, who operate the new elevator under lease from the Wabash Railroad Company.

That grain car unloaders have come to stay is evidenced by the fact that every large terminal elevator built since 1918, the year in which the Link-Belt Company installed four machines in the

are connected by diaphragms and heavy bracing and carry supports for the door opener, side tilt machinery and chute. The upper table consists of two heavy rolled girder beams reinforced at points of maximum bending moment and connected by diaphragms and bracing. This is shown clearly in *Fig. 1*.

The main cradle is supported on eight cast steel, double-flanged turned rollers, arranged two in tandem at each corner and equalized (See *Fig. 2*). These rollers are carried on hammered steel axles turning in bronze-bushed bearings. The main bearings are mounted on structural steel frames to insure correct alignment.

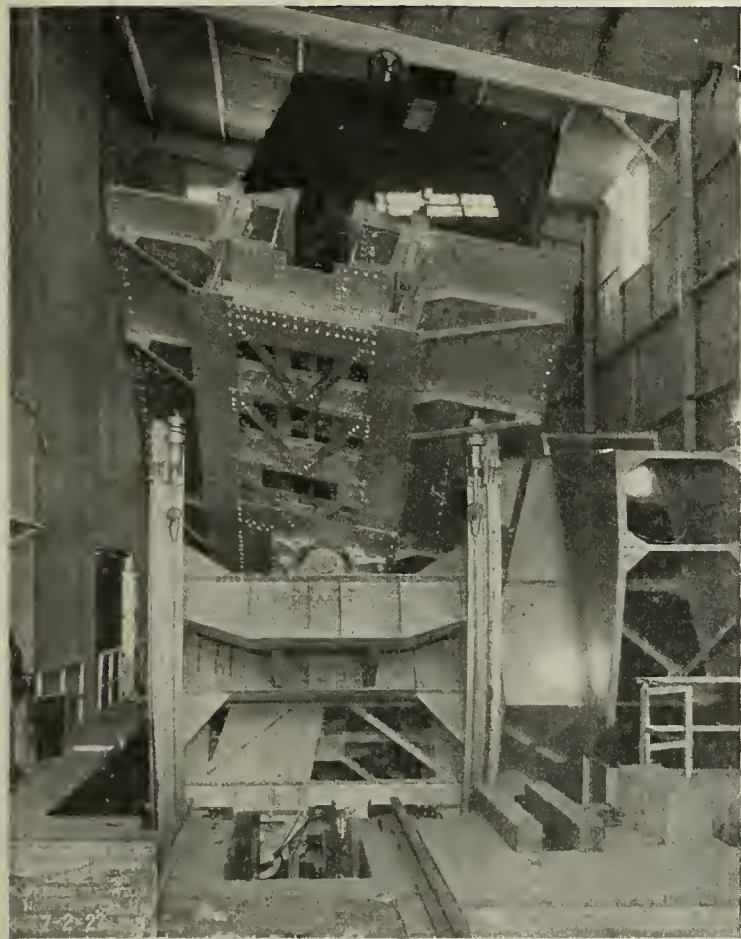
The cradle is driven by  $1\frac{1}{8}$  inch cables from two 30 inch diameter cast iron drums mounted on concrete piers. The driving cables are secured to the cradle by spring dead-ends, to prevent shocks when stopping and starting the cradle. The drums are driven from a 40 horsepower slip ring intermittent rated crane type motor through a train of steel spur gears mounted on a cast iron base integral with motor base. The motor for driving the cradle is equipped with a solenoid brake which holds the cradle in any desired position when the current is off.

The upper table carrying the rails is supported on the main cradle by two hammered steel pivot shafts carried in cast steel bronze bushed bearings. One of these shafts is shown in *Fig. 1*. The upper table can be tipped sidewise with the car to an angle of 15 degrees by means of two cast steel gear rack sections mounted in structural steel brackets and driven by cast steel spur pinions from a 15 horsepower squirrel cage motor. The side tilting machinery can be seen in *Fig. 2*. The motor is equipped with a solenoid brake on the motor shaft to hold the table in any desired position.

The end clamping machinery consists of two cast steel carriages which travel on guides in the upper table, and hold car against longitudinal movement by contact with the couplers. The clamp carriages are moved and held by steel

off the supporting platform, as here indicated.

The door opener is designed to push in the boards forming the grain door, after the outer car door is opened. This is shown at the center of the machine over the hopper at the right hand side of

FIG. 1. CAR TIPPED 40 DEGREES ENDWISE AND 15 DEGREES  
SIDEWISE

Northern Central Elevator of the Pennsylvania Railroad Company at Baltimore, Md., has included grain car unloaders as part of its regular equipment.

Also most of the larger terminal elevators in Canada built since 1918 have included grain car unloaders.

This Link-Belt unloader is designed to handle standard gauge railway box cars varying in length from 36 feet minimum overall length up to 48 feet maximum overall length without manual adjustment.

It is capable of unloading an average car of wheat, oats or corn in from six to seven minutes, providing the flow of grain is not obstructed by foreign material, such as paper, boards, etc.

The unloader consists of a structural steel main bridge or cradle, so mounted on equalized corner rollers as to permit endwise tipping of 40 degrees from the horizontal in either direction, and carries a structural steel car supporting table so pivoted that the car can be tipped 15 degrees sidewise in one direction (See *Fig. 1*).

The combined effect of the endwise and sidewise tipping of the car causes the grain to be discharged from the car door opening, through a steel chute mounted on the main cradle, into a stationary hopper in the pit alongside the unloader. Thus a complete emptying is assured.

The main cradle is made up of two semi-circular structural steel girders of 18 feet radius, which revolve on crane rail tires. These circular girders

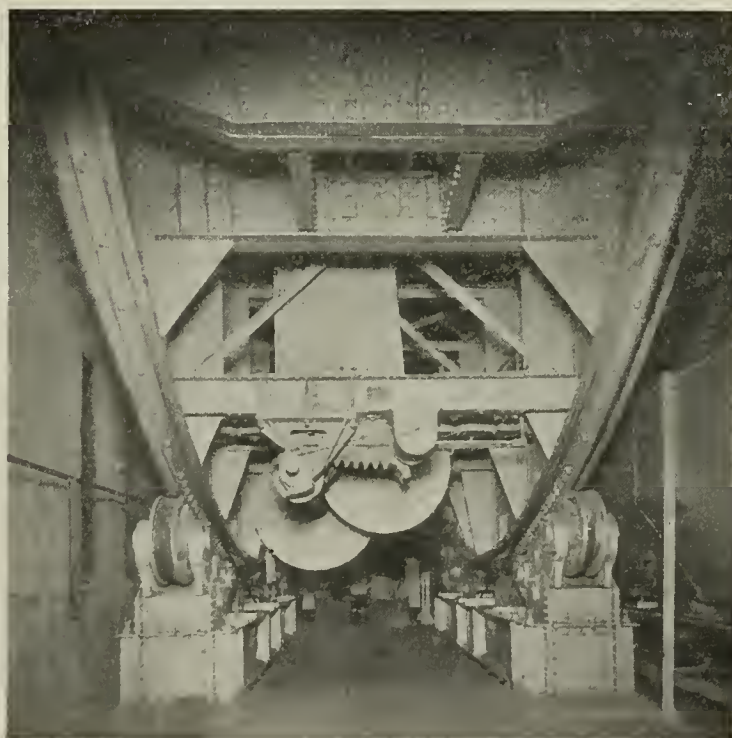


FIG. 2. SUPPORT FOR CRADLE STRUCTURE

screws, driven by threaded sleeves turning in fixed bronze-bushed bearings. (See *Fig. 3*.) The sleeves are driven by cut steel spur gearing from a 15 horsepower squirrel cage type motor. The clamp carriages are arranged to disappear into pits at the ends of the machine when at their extreme outer position, to permit passage of cars on and

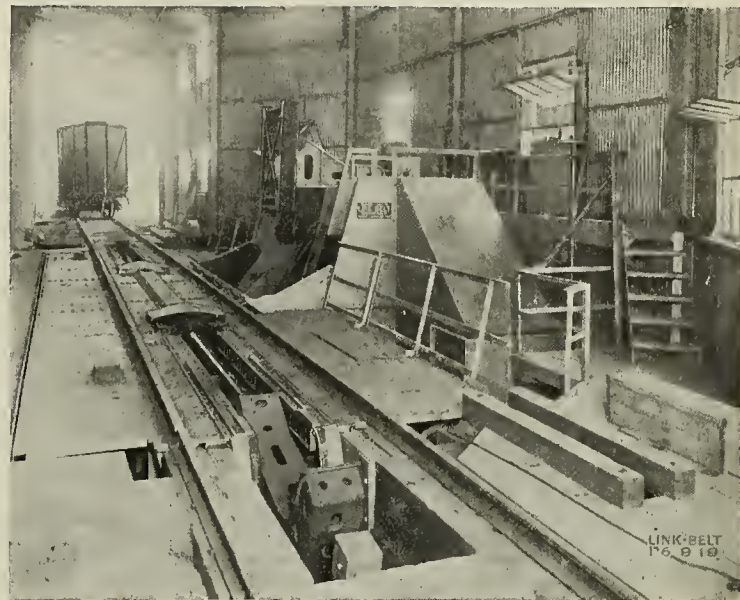


FIG. 3. CAR UNLOADER IN POSITION

*Fig. 3.* The grain door remains attached to the door opener above the main flow of grain during the dumping operation, by means of tool steel pins threaded into the door opener frame. When the car is righted the door opener mechanism is removed from the car and the door deposited on the car floor. The door opener frame is mounted on the main cradle by means of pivoted structural steel levers, and arranged to be pushed against the grain door by a steel screw and threaded sleeve driven through cut steel spur gears from a 15 horsepower squirrel cage motor. The door opener is adjustable to cars of widths varying from eight feet six inches to 10 feet six inches and with floors at heights varying from three feet five inches to four feet three inches above the top of rail. The door opener is also arranged to permit the insertion of a steel baffle plate to deflect the grain to the door opening during the last endwise tipping operation of the cycle. The baffle is moved in and out of the car by a three horsepower motor, controlled from the operator's platform by push buttons. It travels on a carriage in a track supported from the door opener, and is arranged to adjust itself to any position of the car floor.

Four end posts are provided under the ends of the car-supporting platform, to carry the weight of a loaded car or locomotive when passing over the dumper. These posts are operated automatically by the end clamp carriages and absolutely eliminate any possibility of an accident due to the failure of the posts being under the ends of the platform when a car is entering.

Briefly, the method of operation of the grain car unloader is as follows: The loaded grain car is spotted on the platform of the unloader, with the outer door of the car open on the dumping side. The disappearing end clamps are simultaneously brought into position in contact with the car couplers, and positively center the car on the main cradle. This operation automatically removes the end posts.

The grain door is then removed by the door opener, and the car tipped sidewise 15 degrees. The main cradle is next tipped to a maximum angle of 40 degrees to the horizontal in one direction, to discharge the grain from one end of the car. The baffle plate is then inserted through the door opening, and the cradle tipped to an angle of 40 degrees to the horizontal in the opposite direction, discharging the grain from the other end of the car.

With the operating speeds for which the unloader is designed approximately five minutes is required for the complete operation.

Besides the installation described and pictured here two similar machines are ready to be put into operation at the new elevator of the Philadelphia Grain Elevator Company at Philadelphia, Pa.



## NEWS LETTERS

## BUFFALO

ELMER M. HILL

CORRESPONDENT

**G**REAT LAKES grain carriers withstood the 90-mile gale which ushered in the official closing of navigation for the 1927 season. All of the big boats enroute to Buffalo with the final cargoes of the year have been accounted for and while the ships were considerably delayed, the damage was practically nil. For a period of 48 hours there was considerable anxiety in the offices of grain and elevator companies as there were 23 boats with 6,089,000 bushels headed for this port; nearly all of the boats going after grain cargoes at the head of Lake Superior were 72 hours overdue. Considerable time also was lost in loading owing to the blinding snow and the high winds. Ice was forming rapidly at the Soo with the temperature at two degrees below zero but the down-bound boats managed to keep the channels in Mud Lake broken and little difficulty was encountered.

\* \* \*

The grain freight market in the Lake Superior trade was quiet early this month and only a few charters were made. The official closing of navigation at Fort William and Port Arthur was on December 12, when all insurance on grain cargoes and hulls expired. Stocks of grain at the Canadian head of the lakes are lower by some 13,000,000 bushels than a year ago at this time. The winter storage fleet holding grain at both Fort William and Port Arthur is a little larger than a year ago. There was not much of rush to get away from the twin harbors just before the expiration of the insurance dead line.

\* \* \*

About 225,000,000 bushels of grain have been handled by terminal elevators at Buffalo this season. Early this month there were 42 winter storage grain cargoes in port. The line-up at the elevators early this month was about 1,200,000 bushels daily. The new municipal piers have not yet been turned over to the city by the contractors so they cannot be used this winter by boats with winter storage cargoes. Most of the boats have inside berths this season and the fleet at the breakwater is not quite as large as in previous seasons.

\* \* \*

The 20 steamers of the Eastern Steamship Company, Ltd., have gone into winter quarters after a very successful season in the Montreal grain trade. Some of the boats are at Buffalo, Port Colborne, Ogdensburg and Montreal.

\* \* \*

Navigation on the New York State Barge Canal system came to a close November 30 for the 1927 season. The canals were kept open a few days later to accommodate barges enroute to New York with their final grain cargoes. A record tonnage was expected by Major Thomas F. Farrell, waterways commissioner, on the face of early reports. Merchandise tonnage handled by the state waterways, up to and including November 26, was 2,562,615, as compared with 2,326,586 tons for the corresponding period of last year. A larger amount of grain was shipped from Buffalo this season by canal to the Atlantic seaboard than a year ago despite the break in the canal last summer which tied up shipments for almost five weeks.

\* \* \*

During the month of November, 115,362,546 bushels of grain passed through the locks at Sault Ste. Marie and of this amount wheat was 93,237,189 bushels. This was the greatest movement of grain through the Soo locks in any month in the history of the channel.

\* \* \*

The United States Supreme Court has denied the petition of Spencer Kellogg & Sons, Inc., of Buffalo for a writ of certiorari to the United States Circuit Court of Appeals. The local grain company, according to the brief submitted, was indicted and found guilty after a lengthy trial on a charge of granting rebates. A review was had upon a writ of error to the Circuit Court of Appeals but that court affirmed the judgment of the lower court. The conviction under the Elkins Act charged an agreement between Spencer, Kellogg & Sons, Inc., and various railroads, in which the Buffalo grain company agreed to ele-

vate ex-lake grain from vessels and re-load into cars. The railroad, it was claimed, paid to the grain company one cent a bushel, and a rebate of one-half or three-eighths cents per bushel was made to the shipper for all grain thus handled.

\* \* \*

Grain shipments through the Welland Canal, connecting Lakes Erie and Ontario, during the month of November, were 21,414,148 bushels and brought the total movement for the season up to 175,466,720 bushels, the highest in the history of the canal, according to statistics at the Port Colborne office of the Dominion Department of Railways and Canals. This figure is 40,000,000 bushels greater than the best previous record made in 1925 and 55,000,000 bushels larger than the November 1926, figures. Wheat featured the greater part of the November grain movement through the canal enroute to Montreal with 17,638,261 bushels. Oats came second with 1,133,109 bushels and the other grains included 1,041,654 bushels of barley; 884,019 bushels of rye; 368,500 bushels of corn and 238,405 bushels of flax.

\* \* \*

Grain rates from the head of the lakes to Buffalo increased a little during the closing days of navigation. From the Canadian head of the lakes to Buffalo five cents was being paid prior to December 6, and 5½ cents was paid between December 6 and December 12. From Duluth to Georgian Bay 4½ cents was being paid before December 5 and 5¼ cents after this date.

\* \* \*

George Pierce, prominent in the grain and elevator trade at Buffalo, has asked the Chamber of Commerce to initiate a movement for the lowering of freight rates on grain from Buffalo to the Atlantic Seaboard. He says, "For a great many years Buffalo has been operating on a rate east of the city which is about 65 to 85 per cent of the Chicago through rate. This has had the effect in the last 25 years of diverting at least 100,000,000 bushels of grain from the Port of Buffalo. Some attempt has been made to readjust this rate but it always has been opposed by the railroads. I have been assured there are powerful grain interests in the West that would co-operate with the Chamber of Commerce, if it would re-open the question again."

## CINCINNATI

WALLACE FORSTE

CORRESPONDENT

**T**HE wheat market in the early days of November here was easier and nearly two cents lower with demand only fair and millers rather indifferent and seemingly inclined to be on the lookout for lower prices. Spot offerings of higher protein wheat were, notwithstanding, quickly gobbled up by both millers and elevator operators. Low grades sold extremely slowly to all interests. Receipts were exceptionally small for only 40 cars arrived in the first week.

Oats was strong with great demand for the higher quality product. All grades sold at higher rates than at the closing of the week previous. The corn situation here was quiet and easy under option influence and prices were slightly lower.

The second week's mart here found the demand for cash wheat sluggish with the market easy and prices slightly lower than the week previous. Shipping interests showed millers satisfied with prices but as demand for flour lagged, millers were wont to purchase. In corn, prices here were much better with demand exceptional for top grades. Industries showed only fair demand. Oats demand was good with prices firm and slightly higher than the previous weeks closing. Poor quality also sold readily, due to scarcity.

Wheat in the third week of marketing was quiet and nothing was doing due to the indifferent demand of southern millers, who it is said, were purchasing Western Hard wheat and neglecting the Soft Winters. Prices declined several cents with discounts on No. 4 White and No. 5 receipts continued light. In coherence with wheat, corn receipts continued unusually light with practically no offerings arriving. Demand was excellent with increased inquiries from feeders, industries and millers. Top grades of corn advanced in price greatly while other grades, even Sample

grades, old and new, showed higher prices. Ear corn, both old and new, was in urgent demand. No change was noted in oats for this period, but the demand was good for all grades. Retailers wanted No. 3 of good weight but receipts were too small to satisfy buyers.

In the closing week, wheat mart conditions here were quieter with an evident small increase in prices on smaller receipts. Interest was very light with inquiries and orders from the mills extremely low, probably due to the holiday dullness of flour. No export demand was in evidence as prices were entirely out of line. The small interior movement of oats, mostly of local retail character, held prices here steady without any perception of change from the previous week. No. 2 and No. 3 grades of heavy weight easily brought premiums. In this closing period, corn was found to be in good demand in all grades here, and especially for old of good weight and small percentage of damage, but even new or light weight and heavy moisture found good demand and ready sale due to scarcity. Receipts were very small and most parcels were applied to contract. Industries and retailers were supplied in the main by elevators. White was quoted slightly lower than Yellow.

## NEW YORK

C. K. TRAFTON - CORRESPONDENT

**M**EMBERS of the New York Produce Exchange Bowling League continue to "do their stuff" energetically and enthusiastically every Thursday night. The 10 alleys engaged by the league are well patronized by the "stars" who are tuning up for various match games with other business organizations or club teams, while the rank and file are striving mightily for the many handsome prizes offered for the season's work. Harry Gere, the team "anchor", has put in numerous scores well above an ordinary average with high marks of 228 and 229, while his team-mate "Charley" Connor, has been gradually improving and hitting close to the 200 mark. Readdie, who has been coming along nicely since last year, coupled two successive games of 215 and 204 and the double century mark was also passed by Waldorf, Burke, Broecker, Gerard and Dahl. Frey with 177, 177, and 174 displayed commendable consistency, as did Brummel with 190, 181, and 178, and Charles Lambert with 194, 163, and 180.

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John H. Simon, representing the international grain firm of L. Dreyfus & Co., was elected to membership in the New York Produce Exchange at the December meeting of the Board of Managers.

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The past month was a particularly barren one as far as interesting news items on the Produce Exchange were concerned. No firm changes or new business connections of interest to the grain trade were announced; but it is quite likely that a number of these will come out with the advent of the new year. About the only interesting prospect at present on the horizon is the annual year-end entertainment which comes on the last day of the year and at which the Exchange members have as their guests many hundreds of poor children, including inmates of cripples' homes.

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Alfred Ettlinger, for a number of years an active member of the local grain trade when he was manager here for the Chesapeake Grain Company, spent a few hours with his many old friends on the Produce Exchange early in December.

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John F. Barrett, Chicago, paid a brief visit late last month to his fellow-members on the New York Produce Exchange.

\* \* \*

Miller G. Belding, of the Continental Milling Company, was among the applicants recently admitted to membership in the Produce Exchange.

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Thomas F. Barrett, who is associated with his father in the grain commission firm of John F. Barrett & Co., on the Chicago Board of Trade, was on the Exchange floor for a short time late last month. Accompanied by his wife, Mr. Barrett spent a short



December 15, 1927

holiday period in an automobile tour which took them through Michigan, into Canada, and then down to Washington by way of New York.

John J. Lowitz was one of the late November visitors on the Produce Exchange, having come east mainly for the purpose of arranging for his election to the New York Stock Exchange.

James A. White, a member of the firm of Lamson Bros. & Co., commission merchants on the Chicago Board of Trade, called on friends in the local grain market late in November.

Paul A. Nelson spent a few hours visiting local grain men early in November.

Otto Glenk, for many years connected with the old New York grain firm of Knight & Co., and now acting as Chicago representative of that house, was on 'Change for a brief visit recently and received a cordial welcome from his many old friends in the grain crowd.

Members of the grain trade on the New York Produce Exchange were greatly shocked by the untimely death of George J. Schwimmer, treasurer of the Canada Atlantic Grain Export Company, who was only 29 years of age.

Barnett Faroll was among the early November visitors on the Produce Exchange.

Charles P. Randall, one of the old-time grain commission men on the Chicago Board of Trade, was among those registered on the Produce Exchange visitors book late last month.

Many members of the New York Produce Exchange, but especially those in freight and shipping lines, heard with great regret late in November of the death of one of the oldest members of their body. Lewis H. Spence, who passed away at his Park Avenue home in his eightieth year, having survived his wife by only a little over a month. Mr. Spence's parents came here from Ireland in 1848, the year following his birth, and settled permanently in New York, where their son was educated in the public schools and graduated from City College in 1866. Mr. Spence joined the firm of J. S. Tucker & Co. in 1877 and continued with it until, after various changes, the firm assumed its present name—Simpson, Spence & Young. The firm has always been among the leading steamship agents and for many years managed the French Line between New Orleans, Houston and Havre and The Texas Transport & Terminal Company. Mr. Spence had been a member of the Produce Exchange for 50 years, serving on the Board of Managers and as a trustee of the Gratuity Fund and also on the Board of Arbitration. He was also a member of the Chamber of Commerce and of the Maritime Exchange.

R. Thomas, pit trader on the Chicago Board of Trade, spent a few hours with members of the local grain trade late last month.

Lou J. Weitzman, grain commission merchant on the Chicago Board of Trade, stopped off for a brief visit at the Produce Exchange early in December, while on his way to Europe with Mrs. Weitzman.

## ST. LOUIS FAIRMOUNT CORRESPONDENT

ON NOVEMBER 21 the Brooklyn Street Elevator owned by the Powell & O'Rourke Grain Company was sold to the Plant Flour Mills Corporation. The elevator is a modern structure and will be used by the mill to carry their reserve wheat stocks. The elevator will also be operated as a commercial house, doing commercial drying.

Josh Chilton, wheat export manager of the Marshall Hall Grain Corporation, on December 1 assumed the position of grain merchandising manager with the Ralston Purina Company, who operate two large public elevators besides the mill storage of the Ralston Purina Company. Mr. Chilton is an experienced grain man and fully equipped for the position he now holds.

The deliveries on December 1 included 336,000 bushels of No. 2 Red Winter wheat and 90,000 bushels of No. 2 Yellow corn.

Robert C. Napier died on December 5 of heart disease, age 58 years. Mr. Napier was formerly connected with the Moffitt & Napier Commission Company. He began his business career as an office boy for the Hubbard & Bartlett Commission Company on February 19, 1883, remaining with that company in various capacities until the title was changed to Hub-

bard & Moffitt Commission Company; another change brought Mr. Napier to the head of the company. The firm name at that time being the Moffitt & Napier Commission Company, which company was dissolved. He was born on May 8, 1869, in Milwaukee, Wis., being educated in the public schools and the Evangelical Lutheran schools in that city. He was married on October 16, 1901 in Carlinville, Ill., to Rose J. Brockmeier. Mr. Napier is survived by one son, Robert C., Jr., an investment banker of Chicago, and one daughter, Ruth Napier. His wife died three years ago.

Charles E. Valier, president of the St. Louis Merchants Exchange, is in attendance at the National River and Harbor Conference in Washington, D. C. Mr. Valier is president of the Merchants Exchange and representing the Exchange at the conference. A change in the rules of the Merchants Exchange provides for nominations to be made by a Nominating Committee, this committee to be selected by the president with the approval of the Board of Directors, which is a change in selecting officers and let's hope that it will cause less confusion than in former times.

George F. Powell, former president of the Merchants Exchange, departed from this life on November 16 at 12:00 p. m. Mr. Powell was president of the Powell & O'Rourke Grain Company and a member of the Merchants Exchange since 1891. Mr. Powell lived at 1440 Maryland Avenue. Funeral services were



THE LATE GEORGE F. POWELL

held at the new cathedral, burial being in Calvary Cemetery. Mr. Powell in his younger days was a strong athlete and death was caused by heart disease due to over physical development. Mr. Powell was survived by his widow and two sons, George E., Robert M. and a daughter Nancie.

Paul Brown, one of the oldest members of the St. Louis Merchants Exchange died on November 17 in Denver, Colo. Mr. Brown was one of the wealthiest men of the city of St. Louis. He was engaged at the time of his death in real estate and investment business under the title of Paul Brown & Co. Mr. Brown's investment in local downtown real estate was very large including the new Paul Brown Building on Olive, Pine and Ninth Streets. Mr. Brown was born in Arkansas, moving in his early days to Missouri, locating at Wellsville, where he started in the tobacco manufacturing business later developing into one of the largest manufacturers of tobacco in Missouri, which he sold out to the American Tobacco Company. The death of Mr. Brown is to be regretted and is a loss to the membership of the St. Louis Merchants Exchange.

J. G. Sackman was elected to membership of the Merchants Exchange, representing the Wayne Feed Mills of East St. Louis and Ft. Wayne, Ind. Mr. Sackman was formerly a member of the Merchants Exchange representing the Golden Grain Milling Company which went out of business several years ago.

H. W. Egley of Ft. Wayne, Ind., was a visitor on 'Change on November 23. Mr. Egley is connected with the Wayne Feed Mills.

George A. Aylsworth of Kansas City was a recent visitor. Charles C. Cummings of the M. D. King Milling Company of Pittsfield, Ill., was a visitor on

November 15. J. H. Hampton, manager of the Donnellson Farmers Equity, was a visitor on November 2. Clark King, grandson of M. D. King, president of the M. D. King Milling Company was a visitor on 'Change on December 8. W. T. Hale, Jr., of Nashville, Tenn., J. E. Bennett of Chicago, H. C. Reynolds of Kansas City, C. A. Wilder of Laddonia were also visitors during the past month.

Ben E. Toberman of Coffee, Ill., a brother to W. E. Toberman of the Toberman Grain Company, was a visitor on 'Change on December 3. Mr. Toberman is well known to the membership, who are always glad to see him.

## LOUISVILLE A. W. WILLIAMS - CORRESPONDENT

CONDITIONS in the Louisville hay, grain and feed trade are about as they have been, demand being a little light, but it appears to be a little better than it was at this time last year. There is no real activity, speculative interest being at a low ebb, while buying for the most part is in small lots for immediate needs. New corn movement continues light. Farmers are not satisfied with prices, and figure that they can do better in feeding corn to hogs or stock. New corn is quite wet, running about 25 per cent moisture, but is not showing up damaged as was the case last year. Severe cold and high winds in the week ending December 10 were expected to improve condition of corn, following a mushy, warm fall. It is reported that farmers are too busy in this section in marketing their tobacco to worry about corn. Tobacco is being hauled steadily to the markets in southern Indiana, Ohio and Kentucky, as tobacco is marketed early, and corn can be marketed anytime. The consequence has been that corn movements have been very light. Freezing temperatures and harder dirt roads may help corn in getting out of the field, however.

Leonard Hewett, of the Bingham Hewett Grain Company, reported that business generally was quiet, there having been very little activity in grain, and that corn was going into farm cribs instead of moving to the markets.

At the office of Henry Freuchtenicht, it was reported that business was only fair, but a trifle better than at this time last year. Grass was quite late this year, which resulted in late grazing of live stock.

It is claimed that the horse racing industry remains safe in Kentucky. Former Governor and United States Senator J. C. Beckham, Democrat, of Kentucky, ran on an anti-racetrack platform for governor in the fall election, and was defeated by more than 35,000 votes, whereas the rest of the Democratic ticket for the principal state offices carried, which rather goes to show that Kentucky wants racing and her horse breeding industry.

Clell Coleman, feed and grain dealer, of Burgin and Harrodsburg, Ky., who ran in the November election for state auditor, after four years as commissioner of agriculture, won his race, with a rather narrow majority, however. It was two weeks after the election before the outcome of most of the state races was certain, due to the closeness of the races for all offices other than the governors.

The Kentucky Public Elevator Company, according to C. A. Villier, secretary, is still full up on long storage, principally of wheat, but daily handlings are light. Corn movement is light, and all the corn that is coming in is being dried.

Prices at Louisville show No. 2 corn, White, and Yellow, 98 cents; Mixed, 96 cents; No. 2 oats are 59 cents for No. 2 and 58 cents for No. 3; wheat is \$1.45 to \$1.46 for No. 2 Red. Hay is plentiful and cheap, it being one of the very few crops showing an increase this season. No. 1 Timothy is \$16 a ton, baled; No. 2, \$15; No. 1 Clover, \$15; No. 2, \$14; No. 1 Mixed, 16; No. 2, \$15; local Alfalfa, \$17; wheat and oats straw, \$10; rye straw, \$12.

Feed is only in fair demand, but manufactured feeds are in very fair movement to the dairy trade. Bran is \$34 a ton, sacked; mixed feed, \$35; middlings, \$36; feed meal, \$40; and cracked corn, \$44.

The wooden elevators which were quite numerous in Louisville a few years ago have disappeared, the only wooden elevators here being small private affairs, more in the nature of bin houses. Years ago the big elevator of the Strater interests burned, and in 1917, the big plant of the Kentucky Public Elevator Company, was destroyed. Later the H. Verhoff Company plant burned, and next was the Early &



Daniel's plant, previously known as the Kentucky Malt & Grain, or Fleischman plant. Every large plant here is now of concrete construction, including those of the Kentucky Public Elevator Company, W. A. Thomson & Co., Ballard & Ballard Company, S. Zorn & Co., and the Washburn Crosby Company plant uses part concrete and the rest brick tank construction. Of course, since prohibition there hasn't been as great a need of elevators here as there formerly was, and the Kentucky Public Elevator Company plant was the only one of the burned ones that was replaced. The Thomson, Zorn and Ballard plants were all built within the last 12 years, the Ballard plant being finished this fall, but for private storage.

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It is beginning to look as though the Ohio River will some day mean something in grain transportation. Recently the Inland Waterways Company, Louisville, and Kelly Lines, of Charleston, W. Va., consolidated as the American Barge Line Company, for a much stronger barge and towing unit, which plans through traffic from Pittsburg to the Gulf. Bigger and stronger units are being developed, with facilities for transferring rail and river freights at various points. Much dam construction work has been completed over the past year, with prospect that the nine-foot stage from Pittsburg to Cairo will be in operation the close of 1929.

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The Lewis Implement & Seed Company, Louisville jobbers, reports that it has been busy over the dull season in sales, in cleaning up considerable quantities of Red Top, Orchard Grass and Clover seed, having purchased larger quantities of such seeds in the rough this year when normally.

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Harry A. Volz, president of S. Zorn & Co., local grain dealers, has been made chairman or president of the Board of Aldermen again. Mr. Volz, with the rest of the Republican city and county control, was thrown out of office last June by a decision of the court of appeals, involving the 1925 election. In the new election in November the old crowd came back into power again, after less than six months.

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The Van Meter-Terrell Feed Company, Lexington, Ky., capital \$51,000, has been incorporated by N. C. Terrell, J. B. Van Meter and H. P. Headley.

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Lee Callahan, of Callahan & Sons, grain dealers, Louisville, on November 18, was commissioned by Governor W. J. Fields, Kentucky, as a member of the My Old Kentucky Home Commission, which has charge of the state property known as My Old Kentucky Home, at Bardstown, Ky.

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J. W. Jones, operator of a feed mill at Horse Cave, Ky., was recently hurt in an auto collision, in which four persons were hurt, a few miles South of Louisville. None of the injuries was considered serious.

## MILWAUKEE

C. O. SKINROOD - CORRESPONDENT

MILWAUKEE'S boom in grain trade which started out so promisingly for the late summer and fall seems to have fallen by the wayside to a large extent judging by the official figures on receipts for the month of November. The results of offerings for the past month indicate that some lines of grain trade have fallen off very sharply. Wheat trade has slumped for the past month to less than one-third of its former proportions. Corn trade is holding up remarkably well at the Milwaukee market, although even here there were small losses in offerings as compared with 1926. The oats trade, however, is the real black spot in the grain report of Secretary Harry A. Plumb for the past month. Barley on the other hand, made a little more favorable showing; in fact, it was the only grain to show a gain in offerings. Rye trade at Milwaukee showed no startling changes.

Milwaukee grain men, however, console themselves over the small grain receipts by the fact that other grain markets of the Middle West are also making a poor showing in receipts, so that the slump is believed to be more or less of a nation wide phenomenon which affects all markets alike. Grain traders at Milwaukee believe that the weather of November was such as to naturally cut down grain receipts. Rains for a time kept farmers from hauling their grain to market as they normally would and during the rest of the month, when weather was good, the rush of farm work apparently prevented the usual marketing.

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One of the best known brokers in Milwaukee for many years, George K. Knowles, is dead. In fact Mr. Knowles was known among traders in much of the Middle West. He had been ill with kidney trouble for about 10 weeks and then suddenly contracted pneumonia which brought death quickly. Death oc-

curred in his home at 416 Newberry Boulevard and the funeral was held at the Phillip J. Weiss funeral home on Farwell Avenue. He is survived by his widow, Mrs. Lillian Knowles, and by one daughter, Anne Knowles.

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Milwaukee grain men have been getting some good information on inflammable dust and the danger of fire and explosion in connection with grain handling. If you want a real thrill, harness a flame traveling in an atmosphere of inflammable dust and you will be dragged along at the rate of from one-quarter of a mile to one mile per second, for that is the rate of propagation of fire when dust explodes, according to H. E. Roethe, of the Bureau of Chemistry in the Department of Agriculture at Washington. Mr. Roethe spoke at the second session of Fire Prevention School in the Auditorium of the Public Museum. Iron, aluminum, corn starch, flour, wood, grain and almost anything in powdered form, when suspended in the air and ignited will produce a violent explosion, declared Mr. Roethe. He explained that only such inert materials as clay, shale and the like will not explode under these conditions.

Mr. Roethe pointed out the extreme dangers in dust explosions, due to the fact that the lightning like speed is almost beyond the possibilities of man to meet. In addition to Mr. Roethe's talk on "Dust Explosion Hazards in Fire Fighting," motion pictures made by the national Department of Agriculture were shown, displaying dust explosion experiments and their results.

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William George Bruce of Milwaukee, president of the Milwaukee Harbor Commission, was again elected the president of the Great Lakes Harbors Association at the annual conference held at Toronto to boost the St Lawrence Waterway. R. H. Weins of Milwaukee was also re-elected secretary-treasurer and he was appointed a director for a three-year term. Officials of the Milwaukee delegation came back to the city highly optimistic over the prospects of the building of the St. Lawrence Deep Waterway. While action is not expected at this session of Congress, Mr. Bruce declared that the propaganda in favor of this commercial route is constantly getting stronger and it will be only a matter of time until this driving sentiment will force public action, both in Canada and in the United States.

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Record receipts of corn are anticipated by the Milwaukee Chamber of Commerce due to the excellent crop reports which came in recently on yields in some western states like Iowa, Nebraska and Kansas. The most flattering reports have come from Nebraska, and Milwaukee expects to draw hundreds of thousands of bushels of corn from this district, while other states of the Southwest also have an excellent yield. Harry A. Plumb, secretary, says that the prospects for a large corn trade have never been better at the local market. Local corn product firms absorb a large portion of the corn which is received here each year, Mr. Plumb declares. Approximately 11,000,000 bushels of corn were received at Milwaukee for the fiscal year ending December 1, Mr. Plumb stated, and indications are that receipts will be still larger for the coming year.

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J. L. Bowlus, manager of the Transportation Department of the Milwaukee Chamber of Commerce, is taking an active part in the move to keep the Milwaukee port on a parity basis with other lake ports with reference to east bound rates on grain. He appeared at the hearings before the Interstate Commerce Commission examiners and declared that this equal stand of the lake ports should be maintained, and that there should be no disturbance of the balance now maintained. Other leading Milwaukee grain dealers, such as W. A. Hottensen, president of the local Chamber, and H. M. Stratton, are also taking an active part in the Milwaukee campaign to see that this city does not suffer in the battle of rate contests which is now going on before the commerce board.

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Milwaukee harbor interests have been much pleased with the fact that an appropriation for the local port of \$422,000 has been recommended to Congress by the engineering board in charge. With rapid progress being made by the harbor commission in building the new port, there was keen interest in the federal appropriation.

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The rate of interest on advances at the Milwaukee Chamber has again been fixed at 6 per cent.

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Milwaukee grain storage is beginning to pick up again with most of the shipments by the lake completed for the season. The latest report in the first week of December indicates that only 44,000 bushels of wheat are held, while corn stocks have climbed up in excess of 500,000 bushels. The bulk of grain stocks is in oats with 1,868,000 bushels. Barley supplies are fair at 214,000 bushels, while rye holdings are a mere 29,000 bushels, indicating the scarcity of this grain.

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The tremendous interest now being displayed in Milwaukee in additional ship lines and in lake commerce has been illustrated by the fact that the Detroit & Cleveland Navigation Company, with a fleet of

ships, is seriously considering making Milwaukee a port of call. Negotiations have been going on for several weeks between officers of the Milwaukee Association of Commerce and the officials of the navigation company, with plans to enter this port. The Milwaukee Harbor Commission, which will provide the necessary piers and equipment, is also taking part in the negotiations. Milwaukee is now a port of call for eight transportation concerns, besides car ferries, coal carriers and larger freight lines.

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Inspection of the new corn arriving at the Milwaukee market indicates unexpectedly good quality of the new grain, according to A. A. Breed, chief inspector of grains at the Milwaukee Chamber of Commerce. Mr. Breed stated that some of the new corn which has appeared was rather light and chaffy, but that on the whole the grades have been good, with the moisture content running not more than 20 per cent in most of the corn which has arrived. Once in a while, he adds, a car comes in which has as high as 26 to 27 per cent of moisture, but this is rare. The low moisture content relatively is surprising, Mr. Breed asserted, in view of the fact that much of the fall has been damp and warm, precisely the kind of weather which is not conducive to thorough drying out of the corn. The excellent quality corn, Mr. Breed finds, is coming for the most part from South Dakota and from Nebraska and also from some sections of Iowa. In those states, Mr. Breed finds the yields are good and the quality is of a high order, much better than that of last year. The recent cold weather has also helped the shelling quality of the corn which is another favorable factor. The high grade corn, however, is largely confined to a few states, Mr. Breed declared, as the Illinois corn which has been coming in has been of much lower grade, more immature and of higher moisture content. Still farther east, in Indiana and in Ohio, the corn is still poorer, he stated.

Receipt of corn have been rather light up to the present time, Mr. Breed declared, but he anticipates a record run of corn a little later on. The hesitancy of farmers in selling up to this time, Mr. Breed thinks, is based to a large extent on the low prices prevailing. Another point is also registered by Mr. Breed regarding Milwaukee grain trade and that is that the market has made gains in receipts on the present crop year as compared with a year ago. This favorable record he says, applies to all grains combined despite the fact of a 1,000,000-bushel loss in receipts registered here during the month of November.

## KANSAS CITY

B. S. BROWN - CORRESPONDENT

A MEETING of considerable interest to the grain and milling interests in the Middle West was held in Kansas City, Mo., on November 29, when Dr. Julius Klein, director of the Bureau of Foreign and Domestic Commerce, and other officials of the Department of Commerce, held a trade conference for the benefit of business men and manufacturers. The development of greater export business and improvements of domestic trade relations in the Kansas City territory was the object of the conference, and representatives from other cities as well as Kansas City attended the meeting. Dr. Klein was accompanied by F. M. Surface, assistant director of the Bureau of Foreign and Domestic Commerce in charge of domestic commerce, E. G. Montgomery, chief of the Foodstuffs Division; E. T. Pickard, chief of the Textile Division; N. F. Titus, chief of the Transportation Division; and Chester Lloyd Jones, American commercial attache at Paris.

The conference was largely directed to the subject of exportation, and was designed to open the eyes of the possible exporters to the opportunities in exporting business. E. G. Montgomery, chief of the Foodstuffs Division, handled the subject of grain and grain products. It was pointed out that where there were only a few exporting millers in this section 20 years ago, there are now some 60 to 75 millers who are doing a regular exporting business, while approximately 20 more engage in a spasmodic exporting business. The export of wheat in the Southwest has likewise grown marvelously. A very large proportion of the wheat exported from the United States comes from the Southwest, while the export of wheat to the Latin American countries has increased to a large extent.

Mr. Montgomery stated that the export business would be a very important consideration until this country has used up some of its surplus in grain and other food products. It is this surplus of perishable commodities which causes the great depressions in prices, and Mr. Montgomery pointed out that for this reason the export business would be very important to all the Middle West country for some time to come. Mr. Montgomery pointed out that this country exports \$1,000,000,000 worth of foodstuffs, and imports an equal amount. About one-fourth of the export



trade of the United States is foodstuffs. The imports are largely tropical, while the exports are largely from the Middle West or the corn belt. Mr. Montgomery said that export trade is new to most manufacturers except to the flour manufacturers who are the oldest exporters of foodstuffs. He pointed out that it would be easy for a community to add \$1,000,000 of export business, which would be just as profitable as adding that much in new industries. He urged the chambers of commerce in the various cities to give larger attention to this phase of business development.

The statement that many companies had not given the proper attention to the export trade was made by Mr. Montgomery, who said that too many export managers were merely document clerks, who knew nothing about conditions in Brazil or Argentina, or any other of the countries to which their companies might be exporting products. He urged that companies need real sales managers in charge of their export business, who should know about tariffs, warehousing conditions, railroads, steamship connections, and general economic conditions. There is a great opportunity for co-operation in this respect, Mr. Montgomery believes. When a representative of some company is sent to a foreign country to get trade information for one industry, as for example the flour industry, he should do a little scouting around on behalf of some other industries.

Reference was made to the work of the Department of Commerce in sending representatives into foreign countries to sound out the trade opportunities for various lines of trade. Mr. Montgomery said that the Department of Commerce was filling in a stopgap until the companies can afford to develop real export departments. He said that they were being called upon for information that they will not have to give when the export business is more developed in the interior of the country.

Dr. Klein is a strong advocate of river transportation, and believes that with the development of the Missouri River great economic advantages will come to this section of the country. He stated that when the barges are on the Missouri River this section will find a solution to the differential transportation rate between the east and west coasts through the Panama Canal.

It was further stated by Harry Campbell, consul at Iquique, Chile, that with river transportation there is an opportunity for the Middle West to compete with the Pacific Coast for the South American trade in meat, grain, lumber and fuel oil. Mr. Campbell said that products could be loaded in barges at Kansas City, transferred to freighters in New Orleans and sent to the west coast of South America at a cost which would enable Kansas City to compete with Pacific Coast exporters.

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Of outstanding significance to Kansas City was the unveiling of the "Pioneer Mother," the statuary group presented to the city by Howard Vanderslice, grain dealer of this city. The statue itself and the impressive ceremony on Armistice Day, in which it was formally made a gift to the city, had an artistic, a civic, a patriotic and a sentimental significance, all of which were intermingled and associated in the hearts and minds of the spectators. The gift of the "Pioneer Mother" group is one of the most important contributions to the artistic possessions of the city, and the recognition of the donor was unstinted. Henry J. Allen, former governor of Kansas, the mayor of Kansas City, the city manager, J. C. Nichols, nationally known real estate man of this city, and many other prominent and representative men and women took part in the presentation ceremony held on Armistice Day. The statuary group, executed by A. Phimister Proctor, famous sculptor, has been heralded as one of the most characteristically American pieces of statuary ever conceived, and as an interpretation of the real spirit of the early pioneer men and women it is recognized as a masterpiece by both the layman and the trained art expert.

The piece was two years in the making, the model being made in Hollywood, and then transferred to Rome, where the casting in bronze was done, and the approximate cost was \$100,000. The heroic group is strategically located on an eminence in Penn Valley Park, near the Liberty Memorial and just opposite the "Scout," another famous bit of statuary bought by popular subscription several years ago for Kansas City. It is mounted on a specially constructed base on which are two inscriptions. One reads, "Whither thou goest I will go; where thou lodgest I will lodge; thy people shall be my people, and thy God my God." The other is the statement of presentation, "Presented to the people of Kansas City by Howard Vanderslice. To commemorate the Pioneer Mothers who with unfaltering trust in God suffered the hardships of the unknown West to prepare for us a homeland of peace and plenty." The statue was conceived by Mr. Vanderslice as a tribute to his mother and to the mother of his wife. Originally the plan was for a private memorial, but as the idea grew Mr. Vanderslice realized it was too big a thing for that, and decided to make of it a tribute to all the pioneer mothers who came to the West in the early days as his mother had done. The ceremony was much like a memorial service, as the speakers, many of them from pioneer

stock, paid tribute to their mothers and grandmothers, and to all the women who made possible the civilization which we now enjoy in this country.

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Mr. Vanderslice was elected to membership on the board of trustees of the Liberty Memorial Association recently at the annual meeting of the board. Harvey J. Owens, vice-president of the Kansas City Flour Mills Company, was another trustee elected at the annual meeting. Membership on the Board of Trustees of the Liberty Memorial Association is a recognition of the civic prominence of the members, the other members all being outstanding men in their lines.

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Frank G. Crowell, vice-president of the Hall-Baker Grain Company, was one of the delegates from Kansas City to the National Rivers and Harbors Congress in Washington on December 7 and 8. This meeting was of especial interest to the grain and milling interests in this section of the country because of its relation to the Missouri River navigation situation.

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The *Monthly Review* of the Tenth Federal Reserve District shows that the flow of wheat to the five leading primary markets, Hutchinson, Kansas City, Omaha, St. Joseph and Wichita, continued steadily during October with the volume 2.6 per cent below that for September and 1.3 per cent above that for October a year ago. Receipts of six classes of grain at the five markets with totals for September 1927 and October show a total of 14,607,400 bushels of wheat in October and 14,993,450 in September, 2,680,700 bushels of corn in October and 2,584,350 in September, 1,965,500 bushels of oats in October and 1,553,500 in September, 312,200 bushels of rye in October and 379,700 bushels in September, 503,700 bushels of barley in October and 827,100 in September, 171,700 bushels of kafir in October and 106,400 bushels in September. Receipts of wheat in October 1927 were practically the same as in October of last year, while receipts of corn were considerably less, being 2,680,700 as compared with 5,043,850 bushels in October 1926. October receipts of hay at Kansas City were 26,412 tons as compared with 23,304 tons in October 1926. Southwestern mills were operated at 75 per cent of their full time capacity during October, compared with 73.7 per cent in September and 81.6 per cent in October 1926. The October flour output of 2,396,727 barrels was the largest month's production for any month since November of last year. It exceeded the September output by 85,515 barrels but was 116,533 barrels less than that for the same month last year. During the first 10 months of 1927 production of flour at southwestern mills totaled 21,210,998 barrels, which was an increase of 844,989 barrels or 4.1 per cent over the production during the first 10 months of 1926.

\* \* \*

Soma Peto has been elected to membership on the Kansas City Board of Trade. Mr. Peto, who has been with B. C. Christopher & Co. for more than a year, will represent them in the cash market, in place of W. M. Sloan, who died recently. Mr. Peto was for a number of years with the Rosenbaum Grain Corporation in Omaha and in Kansas City and was formerly a member of the Board of Trade in Omaha. Mr. Peto is from Hungary, and was in England for five years before coming to the United States. For two years he was associated with G. J. S. Broomhall in Liverpool, from 1911 to 1914.

\* \* \*

The effect of the recent reduction in freight rates from the Midwest to territory south of the Ohio River, to be effective January 15, is only indirectly beneficial to the shippers in Kansas City, it was said here. The new freight schedule strengthens the hope for a favorable decision on the Kansas City case, which was heard here last spring. Kansas City is protesting the discriminatory basic tariff, in which shippers here have a rate built up from Kansas City to St. Louis and from St. Louis to Atlanta, for example.

\* \* \*

The state supreme court of Missouri in a decision handed down on December 2, ruled that the Missouri Grain Futures Act to prevent gambling in grain futures is valid and does not conflict with the United States Grain Futures Act. The decision was in the case of James K. Christopher, who was convicted in April 1925, at Sedalia, Mo., of violating the grain futures law and fined \$1,000. The original decision was made last January by Judge J. T. White of Division 2, and on December 2 the entire court adopted the decision of Judge White. Mr. Christopher was a member of both the Kansas City and Chicago Boards of Trade, and both boards lent their influence to overthrow the act. The defense contended that the Federal Government through its Grain Futures Act assumed control of all trading in grain, thus nullifying the state act on the same subject, and that the transactions at Sedalia were proper under the Federal act because all transactions at Sedalia were completed at Kansas City or Chicago, which are contract markets. However, Judge White held that transactions in the case occurred at Sedalia, which is not a contract market, such as provided under the

national Grain Futures Act and that the conduct of that office was not covered by Federal law, but came under state law. The case was considered of special importance since the practice of J. K. Christopher and his company is identical with that of other grain dealers in Kansas City and Chicago.

\* \* \*

S. M. Stanford, manager at Salina, Kan., for Goffe & Carkener, died in Kansas City on November 21, following an operation. Mr. Stanford had been ill since the last week in August. He was 76 years old and had been identified with the grain business in Kansas for more than 40 years. Mr. Stanford had travelled in every part of Kansas west of Salina, and had lived at Salina and Minneapolis for years. He had been with Goffe & Carkener for five years. However, he and Edgar Wood, vice-president of Goffe & Carkener, had been partners in the grain business years ago in Kansas. C. O. Mooney, who worked with Mr. Stanford at Salina for about four years as assistant, is in charge at Salina for Goffe & Carkener.

\* \* \*

E. D. Bigelow, assistant to the president of the Kansas City Board of Trade, celebrated his eighty-ninth birthday December 5. Mr. Bigelow always receives many remembrances from members of the Board and they presented him with flowers and a cake in honor of his anniversary. Mr. Bigelow, who has been associated with the Kansas City board for 36 years, was formerly secretary of the Board for a number of years.



AT THE annual election of officers of the Omaha Grain Exchange, which took place at the first meeting of the new Board of Directors, the following were elected: President, O. E. Harris of the Trans-Mississippi Grain Company; first vice-president, M. I. Dolphin of the Dolphin-Jones Grain Company; second vice-president, H. A. Butler of the Butler-Welsh Grain Company; treasurer, G. F. Dristy of the Updike Grain Corporation. F. P. Manchester, for many years secretary of the Exchange, will continue in that capacity.

\* \* \*

Receipts of new corn are now averaging better than 100 cars per day. Quality is very high but most of the arrivals are grading No. 4 or No. 5 on account of high moisture content. Discounts are reasonable, running from one to three cents per grade, depending upon moisture content and test weight. Due to the extremely hot weather in September, a small percentage of the corn is of light test-weight, although most of it tests from 51 to 55 pounds per bushel.

\* \* \*

C. E. Hunter, manager of Lamson Bros. & Co., entertained 20 members of the Exchange at one of his annual duck dinners on Thursday, December 8.

\* \* \*

E. A. Beardsley, grain broker, who has been ill at home for the past two months, is improving slowly and hopes to be back on the job by Christmas.

\* \* \*

Members of the Exchange subscribed \$600 to the Christmas funds of the two leading Omaha daily papers, the Omaha *Bee-News* and the Omaha *World-Herald*. This was in addition to individual contributions on the part of several members.

\* \* \*

About 30 representatives of Omaha grain companies attended the annual convention at Grand Island of the Nebraska Farmers Co-operative Elevator Association, November 15, 16 and 17. The total attendance at the meeting was over 400 and it is said that this was the most successful meeting the association has had in many years. Omaha delegates were looking forward to a debate on the wheat pool scheduled to take place between J. W. Shorthill, secretary of the Nebraska Co-operative Association, and Mr. Brinton, organizing head of the wheat pool in Nebraska. Mr. Brinton, however, failed to appear and the fireworks were furnished instead by several farmers, former members of the pool, who told in full of their disastrous experiences with the pool. W. M. Jardine, Secretary of Agriculture, who was also on the program, was unable to attend the meeting, and the speech which he had prepared was read by one of his assistants, R. W. Dunlap. By a vote of 150 to 135, Omaha was selected as the meeting-place for the 1928 convention, in preference to Lincoln, which city had invited the convention.

\* \* \*

The new corn-flakes mill, which is being added to the plant of the Miller Cereal Mills, is nearing completion and will be put in operation shortly after the first of the new year. This addition, which will cost over \$60,000, will permit the Miller Cereal people to round out their line of corn products. Previous to this time, they have manufactured corn grits which



were then shipped to mills in various parts of the country, manufactured into corn flakes and then shipped back and sold in this territory through the regular retail trade channels. In addition to corn flakes, they will continue to manufacture their regular line of "Miller-Made-CornMeal" and other products, including "snow" for the motion picture industry which they ship in carload lots to California.

\* \* \*

Friends of F. R. Deffenbaugh, milling wheat buyer with the Nebraska-Iowa Grain Company, are sympathizing with him over the loss of his daughter, who was nearing her fifth birthday.

\* \* \*

The Scoular-Bishop Grain Company, of Kansas City and Superior, who have operated a terminal elevator in this market for a number of years, have now opened a wire office here as correspondents for the Harris-Winthrop Grain Company, of Chicago. They also have five branch offices in the South Platte section of Nebraska. F. B. Swett is the local manager.

## TOLEDO

S. M. BENDER

CORRESPONDENT

WHEAT has given a good account of itself in this territory during the past month. Premiums have held up well and the local and outside milling demand has been fairly steady. There is every indication that supplies will dwindle in Soft wheat especially and prices may go higher. About one-third of the Soft wheat movement has been White and Mixed wheat of late. These varieties have gone to larger discounts under the straight Red. Local mills are now discounting White two cents and Mixed three cents. Bids of late have been one cent over the Chicago May price basis, Toledo rate points. Stocks here have been on the decrease for some time and much larger arrivals will be needed to make any increase. Mills have found that straight Red is really scarce this year and are more than willing to pay the premium for good milling quality.

Flour trade has been fairly good during the month though buyers are still wary of the wheat and flour market and are not making any large commitments. When wheat shows strength they back away and when it shows weakness they procrastinate again. Although business has not been on a large scale the hand-to-mouth volume makes in the total a pretty fair business. Sentiment which was decidedly bullish has turned somewhat and bears are not so confident. Millers are questioning the probability of further decline because of conditions in the southern hemisphere. Private reports from Argentina have been pessimistic while importers have been optimistic as to the outlook. Flour supplies of jobbers and bakers are said to be the lowest they have been during the past season. Millers who were fortunate enough to have put away a goodly stock of wheat well hedged have had little to worry about. Colder weather may stimulate purchases and production reach a more profitable basis.

Very little new natural corn has been received here so far. Marketing by producers in this section has been very disappointing and is due to the bad weather for husking and hauling to market. Managers report they have been ready to buy but farmers have not been able to work in the fields. Prices for high moisture corn are strong as compared with No. 3 Yellow prices. Corn has been offered from west of the Mississippi at only slightly above the nearby basis and will probably check any advance in premium. Local stocks are small and grain shipped here should bring excellent prices. Drying facilities are excellent and buyers are anxious to keep them going.

Oats are considered in a class by themselves and local buyers have been quick to take advantage of arrivals here. Local demand was thought to have been pretty well supplied with oats but it continues without abatement. A good percentage of the receipts are heavyweight and they have been bringing good premiums over the ordinary. Small stocks in all positions and keen demand have put oats on a sound basis and cash has followed.

Millfeeds have been strong in this section and millers have had no inclination to cut prices. Bran has been especially scarce and prices reflect this condition. The feeding season is here and weather is such that heavier consumption appears likely. Offerings have been unusually light for some time due to the limited flour demand. Mills have not been making accumulations and buyers buying just what they need and with these conditions feeds should remain strong. Some sales for deferred delivery have been reported. The upward trend in feeds has been steady and greatly increased output will be needed to permanently lower prices.

Hay has not done much but mark time and prices are about the same as a month ago. Colder weather during the past week did not stimulate trade as much as expected. Farmers are still disposed to hold their hay for higher prices and this has made receipts

light but demand has been the same. Low grades have been hard to move and prices are very low compared with the better grades. Inquiries from the south have been light and it looks like there was plenty of hay in most parts of the country.

Some profit-taking has been noted here in the Red Clover market. Sales have brought out fresh buying power and offerings have increased with every advance. There has been quite a large trade in switching from December to the more distant months. Several hundred bags have been delivered on December contracts and went into strong hands. Most of this seed will be held for the spring trade. After the first of the year trade usually picks up and more activity in both cash and futures will be seen. Deliveries of domestic Clover to date show excellent quality with high purity tests. Some foreign seed has been offered here but their prices for the best quality are at only small discounts as compared with our domestic seed. The French crop is short and while they will want to sell some over here it is not probable that imports will have much effect market-wise. Usually their surplus is needed here but this year the United States crop was large and French Clover will not be needed so urgently. Only a few hundred bags have arrived at our seaboard so far this season. Receipts in this market to date are running way ahead of last year while shipments are lagging behind. Both Alsike and Timothy have been through the period of liquidation and are considered in a better position to advance. Liquidation in December cleared up the situation. Liberal deliveries of both on December contracts started the weakness but the market showed good recuperative powers. Exports of timothy are mounting into fairly large figures and by the end of the season may take care of our surplus seed.

\* \* \*

Henry Hirsch, of Henry Hirsch & Sons, is reported to be improving rapidly in Flower Hospital, New York City, where he was taken from the boat upon his return from abroad. Harry Hirsch and wife spent Thanksgiving Day with his father and mother in New York.

\* \* \*

Joe Streicher, of J. F. Zahm & Co., has been taking all honors recently as the Beau Brummel of the Exchange. The recent addition to his wardrobe of a chocolate brown suit called for much comment from fellow members. He has been dared to wear spats with same but draws the line there.

\* \* \*

Recent visitors on the local Exchange floor include George Atyeo, of Norwalk, Ohio, Earl Keeler of Harpster, Ohio, Dwight H. Mahaffey, of Morrill, Ohio, Lawrence Vocke, of Napoleon, Ohio, John Badgley, mayor of Pioneer, Ohio, Bert Osgood, of Morenci, Mich., Ed Fauble, of Swanton, Ohio, M. R. Maney, of Columbus, Ohio, and M. H. Van Den Berg, of Cumberland, Md.

\* \* \*

The Northwestern Ohio Farmers Grain Dealers Association held their regular monthly meeting at Hamler, Ohio, Monday evening, December 5. New corn was the principal subject for discussion. S. M. Bender and Joe Doering of Southworth & Co., and Charles Patterson, of John Wickenhiser & Co., attended from Toledo.

\* \* \*

The first of a series of group meetings was held at Sidney, Ohio, Wednesday, December 7, by the Miami Valley Grain Dealers Association. Secretary E. T. Cusenbolder reports that several more will be announced later.

\* \* \*

Receipts of grain in this market for the past month were 247 cars of wheat, 121 cars of corn, 132 cars of oats, 11 cars of rye and five cars of barley. Total cars inspected, 516.

\* \* \*

It appears that Ira C. Marshall, of Hardin County, Ohio, will be the world's champion corn grower for the third successive year. This season he raised 157.7 bushels per acre on a 10-acre plat. This shows an increase of 7.4 bushels per acre over his prize winning yield of last season.

\* \* \*

The first of a series of group meetings will be held this week by the Ohio Grain Dealers Association with the first one in the Y. M. C. A., Fostoria, Ohio, Tuesday evening, December 13. A. L. Ward, of the Seneca Grain Company, will be chairman of the meeting and Robert C. Dunn, of the Ohio Savings Bank and Trust Company, of Toledo will be the speaker for the evening. The second will be held in the Elks Club, Greenville, Ohio, Wednesday evening, December 4, with O. P. Hall, of the E. A. Grubbs Grain Company, as chairman. The third will be held in the Y. M. C. A., Washington C. H., Ohio, with C. E. Lloyd as chairman. Each meeting will start with a dinner at 6:30 p. m. and will be followed by speakers and round table discussion.

\* \* \*

John H. Taylor, of the Northwestern Elevator & Mill Company, returned from a trip to New York City over the Thanksgiving holiday.

\* \* \*

Jesse D. Hurlbut, of the Toledo Grain & Milling Company, returned recently from a trip in eastern

states where he reports business about as dull as here with millers. He stopped at Washington, Baltimore and Philadelphia and several other large cities.

\* \* \*

Louis J. Taber, of Columbus, Ohio, was re-elected master of the National Grange at their convention held in Cleveland, Ohio, during the past month. Mr. Taber favors the export debenture plan as the most logical solution to the farm relief problem. The Grange voted to back this plan designed to give agriculture high tariffs on their products such as now enjoyed by manufacturing industries.

\* \* \*

Supplies of flour in the states of Ohio, Michigan and Indiana as compiled recently show 206,000 barrels compared with 197,000 barrels at the same time last year. Stocks of wheat were 9,060,000 bushels as compared with 9,542,000 bushels a year ago.

\* \* \*

The old Hayner Distilling Company warehouse located at Troy, Ohio, has been taken over by the Pottage Tankage Company, with G. A. Bennett as manager. Mr. Bennett was formerly in the flour milling business at Grafton, Ohio. He will manufacture feeds and sell to local and outside territory.

\* \* \*

The old McCrea & Vierebome Elevator owned by Charles E. Groce, of New Holland, Ohio, is being rebuilt and remodeled and new equipment will be installed to replace the old which burned during the last year.

\* \* \*

Ohio farmers have been reimbursed to the amount of over \$2,000,000 by the United States Department of Agriculture for their co-operation in the corn borer campaign during the past season.

\* \* \*

The council of the City of Toledo recently appropriated \$5,000 to make a survey of suitable sites for docks, warehouses, and other facilities necessary to the development of the local harbor.

\* \* \*

Robert Devore, son of Harry Devore of H. W. Devore & Co., after a fling at the newspaper reporting game has returned to his father's office for a try at the grain business.

\* \* \*

Michigan hay dealers recently announced they have won a three-year fight to secure rates on hay equal to those allowed New York state shippers on hay shipments to southern territory. The Interstate Commerce Commission has ordered railroads to put the new rates into effect by December 27.

\* \* \*

Arthur Cunningham, of the Sneath-Cunningham Company, Tiffin, Ohio, stopped off here during the past month to visit with friends on the floor while returning from Columbus, Ohio, meeting of the state millers.

\* \* \*

The elevator at Haviland, Ohio, formerly owned by W. S. Bricker, has been sold to the Haviland Grain Company, who also own another elevator at that point.

## DULUTH

S. J. SCHULTE

CORRESPONDENT

FROM early reports received, the acreage seeded to Durum wheat over the Northwest next spring is likely to show a material increase as a result of large productions attained during the last season and the good premiums received by growers for the bulk of their holdings. Specialists in the Durum market, including the Barnes-Ames Company, and the Hallet & Carcy Company had a busy season of it. It was regarded as interesting to note that the last lot of Durum wheat for the season, 60,000 bushels, was sold by James Graves of the Capitol Elevator Company to the Barnes-Ames Company and was included in the last lots loaded out from that house before the close of navigation. From advices compiled from over the country from 25,000,000 to 27,000,000 bushels of Durum, after making allowances for 8,000,00 bushels seed requirements, are estimated to be still available for shipment from farms and country elevators between now and next spring, so that receivers and elevator men here are counting upon having a fair back log of business for the dull winter months. The final government estimate of 80,000,000 bushels of Durum over the Northwest last season is believed to have been close to the mark.

\* \* \*

Specialists in rye and barley on this market, including the Cargill Elevator Company, Itasca, Capitol and Occident elevator companies, are counting upon attracting fair receipts of those grains between now and the spring to help to defray their overhead expenses. Taken on the whole, elevator men and dealers on this market were quite ready to concede that the past fall season had been a busy and a profitable one for them, and a larger number of



them are planning winter vacation trips to Florida, California, West Indies and other points. Among the younger element in the trade, the Harbison Commission Company, Warren Starkey and Oscar Martin said they felt quite free to admit that they had succeeded in putting a good volume of business over in the season, and that they cannot see any excuse for crepe hanging in the immediate future. H. S. Newell is rated as among the shining lights in the pit, and among the big fellows, McCabe Bros., McCarthy Bros. & Co., Van Dusen-Harrington Company, Hallett & Carey Company, Barnum Grain Company, A. D. Thomson & Co., Ely Salyards & Co., and Atwood. Larson Company, through their floor representatives were prominent in pit operations at all times during the fall season.

\* \* \*

George Robson of Turtle & Co., is convalescing after a severe operation. J. N. McKinley, another old-time operator on this market, who has been absent from his duties through sustaining a broken leg, is getting on nicely and is expected to be back in business shortly.

\* \* \*

J. D. Shanahan of the Niagara Falls Milling Company, Buffalo, was a recent visitor on this market for the purpose of arranging for shipments East of the wheat supplies bought by him just before the close of navigation. He expressed gratification over the improved outlook in the flour trade as evidenced in substantial bookings for prompt and future deliveries.

\* \* \*

The Capitol Elevator Company won the honor of loading out the last lots of grain into a steamer before the close of navigation. It consisted of 128,000 bushels of No. 2 Durum and barley loaded out on the Canadian Steamer *Windoc* on December 9, for delivery at a Georgian Bay port. The same boat had previously loaded 65,000 bushels of Spring wheat at the Itasca Elevator and 60,000 bushels of barley at Cargill Elevator "M," at Superior. Bookings for the cargo were made by J. M. Ogle, agent for the boat. Owing to the rapidly forming ice, considerable difficulty was experienced in moving the boat from elevator to elevator and a tug found it necessary to tow her out of the harbor into the lake, stern first.

\* \* \*

While no great rush in shipping developed during the 10 days preceding the close of navigation, shipment reached a substantial aggregate and stocks in the elevators were brought down to approximately 14,000,000 bushels of all grains, including 11,500,000 bushels of wheat. An interesting development is that the elevators here are practically bare of coarse grain stocks as on December 10, including only 365,000 bushels of oats; 275,000 bushels of rye; and 50,000 bushels of barley. Several steamers are wintering in the Duluth-Superior harbor and will be available for taking on storage loads in the early spring as soon as ice conditions will admit their removal to the elevators. The only storage cargo of grain afloat in this harbor so far is 323,000 bushels of Spring wheat, loaded out from the Occident Elevator on the steamer *J. P. Rice*.

\* \* \*

Competition between buyers of the two local flour milling companies, the Duluth-Superior, Duluth Universal, and eastern millers including the Washburn Crosby Company, Pillsbury Company, Russell-Miller Milling Company and the Niagara Falls Milling Company, was keen right up to the close of the lake navigation season, as indicated in the high premium paid for high grade protein wheat and Durum. In the flurry of buying preceding the close of navigation, 35 cents over the May price was bid for No. 1 Dark Northern, while 30 cents over the May price was bid for No. 1 Amber Durum wheat and 28 cents over December for No. 1 Mixed Durum wheat.

\* \* \*

Thomas Gibson, one of the veteran operators on this market, who sold out his grain commission business to the Tenney Company last summer, retained his membership on this market and found trade to keep himself occupied in handling stray cars coming his way from old farmer and country elevator friends over the territory. He asserted that he had found it a great relief to have gotten rid of the anxiety associated with financing country elevator interests and shippers.

\* \* \*

William Grettum is credited with having made a go of the Red River Grain Company, organized by him late in the season. Mr. Grettum is regarded as one of the best posted men in the grain trade on this market, and his wide circle of business friends and acquaintances were pleased to see that he had gotten back solidly into business for himself.

\* \* \*

"Hi" Jorgens, representative of H. L. Hankinson & Co., on this market, is ranked by buyers as a hard fighter for fair prices on grain shipped to his house here to handle, and he is credited with having done the best that could be done for his clients as a rule.

\* \* \*

Frank Pierce, spot grain man for the Bartlett Frazier Company on this market, claimed to have

handled a full share for his house of the grain moving this way from over the West. He has been in receipt of many expressions of satisfaction from shippers for the generally high average high price obtained for cars offered by him on the sample tables.

\* \* \*

Directors of the Duluth Board of Trade have girded themselves up for another stiff battle against the proponents of the McNary-Haugen Bill at Washington during the present session of Congress. Charles F. Macdonald, secretary of the Board and his committee have announced that they are prepared to contribute their quota to any moves that may be made by the grain trade in blocking any attempted inimical grain trade legislation at Washington.

\* \* \*

R. M. White, of the White Grain Company, commented upon a steadily broadening demand for feeds on this market attributable to expansion in the dairying industry. He noted that shipments of feeds to North Dakota where the single wheat crop had been in vogue up to a few seasons back are gaining. The shortage in the oat crop over the Northwest had, he said, injected a new element in the feeds trades necessitating the use of other coarse grains more generally in feeds combinations.

\* \* \*

As a result of the heavier season's production, specialists in the flaxseed market had more to do during the last fall season, the figures showing receipts of more than 8,000,000 bushels during the crop year from August 1 up to the close of navigation. Prices averaged up substantially lower than a year ago on account of unfavorable conditions in some of the principal European consuming markets, and at the present basis of around \$2.15 for the May future, better support from prominent operators is claimed to be evident. Eleventh-hour shorts are said to be deeming it wise to get under cover as evidenced in persistent bidding at the low spots. Buying on crushers account, has been prominent all along, good competition being evident at times between buyers for the American Linseed Company, Spencer Kellogg & Sons, the VanDusen-Harrington Company and the Hallett & Carey Company, representing other crushers. A fair amount of seed is expected to be received between now and the opening of navigation next spring and greater speculative trading is predicted on account of the market level being more generally regarded as having gotten down to an attractive basis.



ON Thursday, December 8, the Board of Managers of the Indiana Grain Dealers Association were in conference in the office of the association in the Board of Trade Building, discussing plans for the mid-winter meeting of the association. A complete program has been arranged, and the meeting will be held on January 12, it was learned.

\* \* \*

Reports from all parts of the state indicate that little corn will be shipped during the coming winter, since feeders are buying up enough of the surplus in localities where the crop was good to make up the shortage in their own territory. It has been estimated by men who know conditions that if the entire crop of the state is held on the farms for feeding, it will barely be enough. The condition in some sections is actually serious and corn is being shipped in at present to meet urgent demands. The movement of corn to this market at present is the lightest in years. Ordinarily at this time the movement is so heavy it requires some additional work to handle the grain, but at present only a few scattered cars of new corn are moving, with some cars of old corn but as a whole the movement is very light.

\* \* \*

The recent drop in the temperature over the state has caused some concern over the wheat crop. Reports are not encouraging and it is believed a large percentage has been damaged, owing to the lack of protection from the severe weather. The movement is very light save for an occasional car now and then. Oats are moving very slow with a lack of demand, in fact most grain is sluggish and demand very light with little inquiry. Indications from shippers are not encouraging according to advices there will be little doing for the present, but arrivals are being disposed of without any serious difficulty.

\* \* \*

That seeing is believing is the policy adopted by Frank N. Wallace, state entomologist, in combating the spread of the European corn borer in Indiana. Nearly every week a delegation of Hoosier farmers is taken to the districts of Canada where the corn borer has done the greatest amount of damage. Men who have been reluctant to join the Indiana campaign are convinced and converted, once seeing the ravages of the pest in Canadian fields. It is not possible, of course, to take to Canada all the Indiana farmers who will

be called upon to fight the borer, but representatives from all territory where the worm has been found will go. Those who see the results of the borer's work spread the news among their neighbors. Thus a sort of endless chain of information is being forged, which leads the state officials to hope whatever is necessary in the way of co-operation will be forthcoming. It is fairly well settled that Indiana farmers will have to get along with the borer for several years to come. They cannot kill it off completely, but they can hold it back and reduce the damage. There is no longer any necessity for speculation about what the pest will do. The Canadian fields that have been laid waste are evidence that the same thing can and will happen in Indiana unless every farmer in the infested districts co-operates in the program for corn borer control.

\* \* \*

Edward Sheppard, manager of the Cleveland Grain & Milling Company, reports a very satisfactory movement from Elevator "B," at Beech Grove, Ind., where they are loading from 25 to 30 ears daily. Territories that formerly shipped corn are now buying the grain, according to Mr. Sheppard, who said most of the shipments were within the state.

\* \* \*

Federal engineers are inspecting Indiana rivers as a step toward making plans to halt spread of the corn borer by water. This decision was reached at a conference recently at Toledo, Ohio, called by L. A. Worthley, administrator in charge of corn-borer control for the Government. State Entomologist Frank Wallace represented Indiana. Advisability of placing taps to halt corn stalks from going down stream will be investigated.

\* \* \*

Charles Budd of Jasper County, 1926 state corn husking champion, retained his crown at Frankfort, Ind., November 11, in the state contest held at the farm of L. C. Young, southeast of the city. He led the field of 11 entrants by husking 23.06 bushels in one hour and 20 minutes. Budd will enter the national meet at Blue Earth, Minn., representing Indiana.

\* \* \*

On November 25, in an address before the farmers of Deatur County, P. J. Lux, Shelby County corn king and three time international corn king, claimed that the world's best ear of corn has been produced. "We will never have corn quite as good as in the past," Lux told his audience. Diseases such as the corn borer are creeping into the fields, and also the condition of the soil is such that it now lacks some of the elements that formerly developed and matured the ears, he said.

\* \* \*

The firm of Montgomery & Tompkins has been dissolved, and will be operated by F. M. Montgomery under the name of the F. M. Montgomery Grain Company. Mr. Tompkins, owing to the poor health of his wife, will spend the winter in Florida.

\* \* \*

O. D. Kendrick, of the firm of Kendrick & Sloan, has purchased the interests of Bert Sloan. The company, being incorporated under the laws of Indiana, will be known as the Kendrick & Sloan Company as in the past. The officers of the company are O. D. Kendrick, president; M. E. Swartz, treasurer and secretary; and Arthur Swanson, vice-president. Mr. Swanson will continue to specialize in wheat, and the company will devote more energy to grain, owing to the falling off of the demand for hay. The change took place during the past month, and the new company reports business very satisfactory.



WITH the day of January 3 set for the wrecking of the "old chamber," tenants are confronted with the task of vacating by the end of December. Several left early in the month, but others remained with the idea of staying just as long as they could. There was also the object of avoiding congestion in the transfer of telephone service. Most of the firms were able to secure space within a block of the main Chamber, but other had to go farther. Many will return to the new building upon its completion in August, 1928.

The F. W. Bliss Chemical Laboratory engaged space on the third floor of the building at Fifth Avenue, S. and Third Street. They expect to be in the new building. H. W. Ostrander, official sampler of the Chamber of Commerce Sampling Department expected to have identical space in the new building, and in the meantime to be at 322 Fourth Avenue, S., North Dakota Wheat Growers Association, Inc., moved to 412 Corn Exchange, just across the street, making the change early in December. Eagle Roller Mill Company delayed moving its offices. W. E. Ward, manager of the Minneapolis office, said they would be in the same location in the new building with the same amount



of space. Campbell Commission Company (H. L. Elliott & Co.) were not sure where they would move to, nor whether they would return to the new building.

Chambers Mackay Company made arrangements to move to 310 Corn Exchange, which they leased for nine months. They expected to go into the main Chamber or the new building at the end of that period.

\* \* \*

I. L. Berge Grain Company expected to move to the ninth floor of the main building, with the possibility of remaining there. The Minneapolis Traffic Association anticipated moving on about December 15 to 826 Metropolitan Life Building. Froedtert Grain & Malt- ing Company made arrangements to move the first part of December to 200 Corn Exchange. They expected to remain permanently somewhere in the vicinity, but were not sure about it.

Johnson-Olson Grain Company and The Ladish-Stoppenbach Company moved to 1018 Flour Exchange. C. C. Wyman & Co. expected to return to the new building upon its completion. They were not sure where they would be temporarily. Linseed By-Products Company put an application in for space in the new building, and in the meantime expected to be at 917 Metropolitan Life Building. Hales & Hunter Company engaged space at 202-204 Corn Exchange, with the intention of returning to the new building.

Stuhr-Seidl Company anticipate returning to the new building. The Tenney Company moved to 604 Corn Exchange. Wire space used by Cargill Commission Company is to be temporarily at 404 main Chamber. Doherty & Smith will be at 404 main Chamber. H. A. Wernli & Co., Inc., who have been on the fourth floor next to the trading room, expected to be back there in the new building, and in the meantime to be in rooms 313-315 Andrews Exchange Building, 322 S. Fourth Street.

Atlantic Elevator Company, Geo. C. Bagley Elevator Company, Royal Elevator Company, Kellogg Commission Company, and Dodge Elevator Company engaged space temporarily at 7 Flour Exchange. They expected to return to the new building on the fourth floor, with an entirely new set of office fixtures. H. A. Jeub, bookkeeping department, were to move to 416 main Chamber, with the possibility of staying there.

The G. E. Gee Grain Company expected to move into the Flour Exchange, but were not sure. They thought they might stay there permanently. Pillsbury Flour Mills Company, grain purchasing department, made plans to split their personnel between desk space with Victoria Elevator Company, 819 main Chamber, and Bartlett-Frazier Company, 451 main Chamber. Hugh E. Hughes expected to move to 1216 Flour Exchange. He was not sure that he could obtain space in the new building. C. G. Hubenthal engaged room in Andrews Exchange Building, 322 S. Fourth Street, and thought of returning next August.

Arthur McGuire Company moved to 719 Flour Exchange. Keystone Grain Company and George W. Murfin secured space at 326 Old Colony Building, Fourth Avenue, S. and Fourth Street.

\* \* \*

John W. Daniels, chairman of the Board, Archer Daniels Midland Company, presented a Reynolds painting to The Minneapolis Institute of Arts a short time ago.

\* \* \*

E. W. Dittes, vice-president of W. C. Mitchell Company, 1010-1014 Flour Exchange, returned December 4 from a trip of a few days to Duluth, where he visited that office of his firm. Just prior to that he was out through the grain belt. He said on December 10, "I think that from 20 to 25 per cent of the grain is still in the farmers' hands."

\* \* \*

A Christmas concert by members of the Chamber glee club will be given on the trading floor on December 24. The club is making arrangements for a concert and dance on New Year's Eve.

\* \* \*

The Chamber of Commerce of Minneapolis was one of the participating organizations in tendering the championship football team of the University of Minnesota a state-wide testimonial banquet on the evening of November 21, following their return that day from Ann Arbor, Mich., where they tied for the Big Ten conference title by defeating Michigan.

## GRAIN NEWS FROM BOSTON

By L. C. BREED

William H. Champlain, Inc., Medford, Mass., was recently incorporated and will engage in the wholesale and retail grain business. The capital stock is \$200,000. W. H. Champlain is president and treasurer and Albert E. Hendershot is clerk.

\* \* \*

The grist mill of C. O. Parmenter at South Sudbury, Mass., was recently destroyed by fire. The loss was estimated at \$50,000. The mill was built about 35 years ago.

\* \* \*

The receipts of grain at Boston during the month of November, as tabulated by the Boston Grain and Flour Exchange, were as follows: Wheat, 1,070,150 bushels; corn, 4,675 bushels; oats, 112,475 bushels;

rye, 550 bushels; barley, 684,775 bushels; malt, 5,450 bushels; mill feed, 168 tons; corn meal, 921 barrels; oatmeal, 13,634 cases and 397 sacks.

\* \* \*

Harris F. Morris, Westbrook, Maine, dealer in grain, recently filed a voluntary petition in bankruptcy. The liabilities were placed at \$20,350, and the assets at \$13,745.

\* \* \*

F. W. Dickerman, who is well known to the members of the Exchange, was in Montpelier, Vt., at the time of the great flood. He experienced much difficulty in getting back home.

\* \* \*

H. P. Horton of Roxbury, has been admitted to associate membership in the Boston Grain and Flour Exchange. Philip A. Eaton of the Washburn Crosby Company, has applied for active membership in the Exchange.

\* \* \*

Charles Quinn, secretary of the Grain Dealers National Association, paid a visit recently to Boston for the purpose of conferring with the officials of the Boston Grain and Flour Exchange in regard to the holding of the 1928 convention of the organization in Boston. The date has been definitely set at September 24-28.

\* \* \*

During November there was a quite steady demand from the New England traders for corn and oats. For feedstuffs there has been a better inquiry and stronger markets, due to the approach of the winter season. Also a normal trade in chicken wheat is reported.

\* \* \*

The seed dealers report a good inquiry for grass and field seed for delivery in the spring, coming from country stores. Owing to the floods in the Connecticut River Valley, considerable sweet corn could not be threshed.

\* \* \*

The market for hay has ruled steady with a fair demand. Receipts have been ample, and as usual consisting of medium to lower grades for the most part. During the month of November the receipts of hay at Boston were 205 cars. Straw, five cars.

\* \* \*

Stocks of grain at Boston in regular elevators as of November 26, were as follows: Wheat, 565,777 bushels; oats, 6,408 bushels; rye, 5,108 bushels; barley, 141,063 bushels.

\* \* \*

Among the visitors to the Exchange during the month of November, outside of New England, were the following: Charles Quinn, Toledo, Ohio; G. P. Urban, Buffalo, N. Y.; Carl E. Bryant, Toledo, Ohio; J. W. Fraser, Geneseo, N. Y.; Charles F. Lingham, Lockport, N. Y.

## AVERAGE FARM PRICE UP

Continuance of the general level of farm prices above that of last year is reported by the Bureau of Agricultural Economics, United States Department of Agriculture, the index of farm prices being placed at 139 for October 15, against 140 on September 15, and 130 in October a year ago. No unusual price movements are reported by the bureau for the month ending October 15. The farm price of wheat was lower, especially in the important Spring wheat producing states, the receipts of wheat at 14 primary markets up to October 15 being among the record movements. Oats, on the other hand, showed some tendency to improve.

Crops at prices current during the first week in November, show a total value 8 per cent more than a year ago.

## THE GRAIN MARKET SITUATION

By G. A. COLLIER

Grain, Hay and Feed Market News Service, Bureau of Agricultural Economics, United States Department of Agriculture.

Grain prices tended upward during the last half of November and early in December with rye and feed grains reaching new high points for the season. At this writing (December 10) the market is weaker for practically all grains and some of the advance has been lost. With the commercial stocks of wheat in store in the United States, Canada and Argentina, together with stocks on ocean passage, totaling around 50,000,000 bushels more than at this time a year ago and new Argentine wheat being offered freely for January shipment, the wheat market has developed a weaker tone. Argentine wheat is being quoted freely in Liverpool for January shipment at about \$1.49½ cents per bushel compared with \$1.53 for United States No. 2 Hard Winter and \$1.51 for Canadian No. 3 Manitoba. No

official estimate is yet available relative to the Argentine production this season but private reports place the crop at around 10-15 million bushels larger than last year. The Australian crop, however, has been officially estimated at about 115,000,000 bushels, or 46,000,000 bushels below last year's harvest. If these estimates are borne out the total production in the Southern Hemisphere will be around 25-30 million bushels smaller than last year. With a North American crop around 70,000,000 bushels larger than last year, according to latest official estimates, and European production about 45,000,000 bushels larger the world's wheat crop appears to be about 85-100 million bushels above last year's production. These figures, however, do not include Russia and China from which very little information is available.

In addition to the larger crop the world carryover of wheat on July 1 was around 75,000,000 bushels larger than on July 1, 1926. This larger supply is being reflected in a lower price level this season. On December 10 May wheat in Chicago was quoted seven cents lower than on the corresponding date in 1926; May wheat at Winnipeg two and one half lower and at Liverpool four cents lower. Wheat for December delivery at Liverpool on December 10 was 19 cents lower than a year ago.

Severe wintry weather in the Northwest during the second week in December reduced primary receipts materially and premiums for good milling wheat were held firm or slightly advanced. Demand, however, was only of moderate volume and it appeared doubtful whether larger offerings could be absorbed at the higher premiums. Thirteen per cent protein No. 1 Dark Northern Spring wheat was quoted December 9 at Minneapolis at 21-26 cents over the December price in that market, while 14 per cent protein was bringing 11-14 cents more than the 13 per cent protein of the same grade. No. 2 Hard Winter wheat with 12½ per cent protein was quoted at Kansas City at 14-19 cents over the Kansas City December price with 13 per cent protein bringing 18-24 cents over the December. Soft Winter wheat was holding at substantial premiums over the Hard Winter with offerings in the principal markets below current requirements. No. 2 Red Winter was quoted December 9 at St. Louis at \$1.49, Chicago, \$1.40, Cincinnati, \$1.41-1.42½ and Toledo, \$1.39-1.40½.

High protein Durum offerings were very scarce at both Duluth and Minneapolis and premiums were advanced about five cents per bushel at Duluth during the week ending December 10. No. 1 Amber Durum was being quoted as high as \$1.50 per bushel at Duluth and \$1.45 at Minneapolis. Markets in the Pacific Northwest were dull with exporters generally out of the market because of the limited export demand. Large quantities of wet wheat were still available in that market but this was moving readily into feed. Soft and western White wheats were quoted at \$1.27-1.27½ on December 9.

## LARGER OFFERINGS WEAKEN CORN MARKET

Colder weather favorable for drying the new crop, together with larger offerings, brought about some decline in corn prices from the high point reached about the first of December. The heaviest movement has been to the southwestern markets, but with colder weather improving the condition of the corn a larger movement is expected in the central-western markets.

Reports of smaller husking returns than were expected earlier in the season were partially confirmed by private estimates, which on December 1 placed the 1927 crop about 100,000,000 bushels below the November 1 official estimate, or about the same as last year's outturn. If these estimates are borne out by final returns the supply this year will be about 75,000,000 bushels below that of last season as farm and market stocks November 1 were nearly that much below those of a year ago.

The demand has been quite active and sufficient to absorb the current offerings with the result that stocks in the markets showed no material increase during the month. Elevator interests took good amounts, particularly at Kansas City, but eastern buyers, industries and feeders in the Central West



and buyers on the Pacific Coast also took good quantities.

Some corn has been sold for export but export bids have been mostly above current quotations. On December 9 about 93½ cents per bushel was being bid for corn for export delivered at gulf ports. While smaller corn crops in Europe may increase their import demand, present needs are being filled principally from Argentine shipments, which continue of good volume. According to trade estimates, 30 to 50,000,000 bushels of corn were still available in Argentina at the first of December.

Latest corn crop estimates from the principal producing countries of Europe indicate a reduction of around 185,000,000 bushels from last year's harvest. The crop in the lower Danubian countries, including Rumania, Jugoslavia, Hungary and Bulgaria, which in recent years have supplied 20-30 per cent of the imports of other European countries are about 167,000,000 bushels less than last year when the crop was large. Total European imports including shipments from other European countries have ranged around 200-275 million bushels in recent years.

New corn is now comprising the bulk of the receipts at most of the central-western markets and the best quality of the new crop is selling within 1½-2½ cents of the best quality of the old crop grain. The lower grades are selling within 4-6 cents of the old crop prices. No. 6 Mixed corn was quoted in Chicago December 9 at 6½-7½ cents under the December price compared with 21 cents under a year ago.

EXPORT DEMAND FOR RYE SMALLER

The rye market developed considerable independent strength around the first of December with receipts light and both domestic buyers and exporters competing for the offerings. Since the first of the month, however, demand has slackened somewhat. Receipts have increased as a result of the higher prices, the market has weakened and prices have declined about 4 cents per bushel from the high point. On December 9 No. 2 rye was being quoted at Minneapolis at \$1.01-1.02 and at Chicago at \$1.09 per bushel.

The oats market has also had independent strength influenced by the rapid consumption of this year's smaller supply. Trade reports indicate that the disposition of the crop to December 1 was slightly more rapid than usual and this with the short production and smaller stocks at the beginning of the season suggests relatively small marketings of oats during the remainder of the season. Current receipts are being readily taken and stocks have shown practically no increase since the first of November.

RECORD BARLEY CROP MEETING GOOD DEMAND AT FIRM PRICES

This season's record barley crop has been moving rapidly into consuming channels at steadily advancing prices. Over 40,000,000 bushels of barley were received from the first of October to the first of December at four of the larger markets, including Minneapolis, Duluth, Milwaukee and Chicago. This is the largest movement for this period since 1912 but the grain has passed almost directly into consumption or export channels, as stocks in the markets have shown practically no increase since the first of September and totaled only about 5,500,000 bushels December 1.

Domestic maltsters and feeders have taken good amounts but an active export demand has contributed materially to the market advance. Exports from eastern ports totaled around 19,000,000 bushels from August 1 to November 30 compared with about 5,000,000 for this period last season. Exports from Pacific Coast markets for this period were about the same as last year. These larger exports reflect the reduced supply and poor quality of the European barley crop this season. The lower Danubian countries, including Rumania, Bulgaria and Jugoslavia, which are among the most important exporters to other European countries, have a crop about 20,000,000 bushels below that of last year and also a short corn crop. With the shortage in these countries, European buyers are coming in the United States and Canada for their supplies. The

Canadian supply, including carryover, is about 4,000,000 bushels smaller than last year but is of good quality.

Best malting types of barley have advanced to above 90 cents per bushel at Milwaukee and Chicago and to about 87 cents per bushel at Minneapolis at this writing.

RECEIPTS AND SHIPMENTS

Following are receipts and shipments of grain, etc., at the leading terminal markets in the United States for November:

CHICAGO—Reported by J. J. Fones, secretary of the Board of Trade:

Receipts		Shipments	
1927	1926	1927	1926
Wheat, bus...	2,884,000	1,686,000	852,000
Corn, bus...	6,860,000	13,333,000	3,325,000
Oats, bus...	4,553,000	3,882,000	1,683,000
Barley, bus...	714,000	540,000	309,000
Rye, bus...	1,010,000	388,000	14,000
Timothy Seed, lbs.	3,812,000	2,113,000	3,440,000
Clover Seed, lbs.	4,689,000	2,133,000	1,375,000
Other Grass Seed, lbs.	4,972,000	2,972,000	1,212,000
Flax Seed, bus.	368,000	211,000	6,000
Hay, tons...	13,721	13,394	707
Flour, bbls...	1,102,000	1,144,000	653,000

CINCINNATI—Reported by J. A. Hallam, chief inspector of the Board of Trade, Inc.:

Receipts		Shipments	
1927	1926	1927	1926
Wheat, bus...	198,800	259,000	267,400
Corn, Shelled bus.	352,800	401,801	261,800
Oats, bus...	250,000	300,000	174,000
Barley, bus...	4,200	1,400	.....
Rye, bus...	7,000	11,200	.....
Corn, Ear, bus.	9,000	23,000	.....
Grain Sorghums, bus.	1,400	2,800	.....
Buckwheat, bus.	4,200	4,200	.....
Feed, tons...	780	450	.....
Hay, tons...	5,698	4,433	.....

DULUTH—Reported by Chas. P. MacDonald, secretary of the Board of Trade:

Receipts		Shipments	
1927	1926	1927	1926
Wheat, bus...	17,065,025	8,395,178	21,853,458
Corn, bus...	21,607	19,400	.....
Oats, bus...	327,562	369,658	1,063,321
Barley, bus...	4,175,033	875,246	4,233,557
Rye, bus...	2,800,449	1,265,764	3,109,631
Flax Seed, bus.	3,010,437	1,989,959	4,534,276
Flour, bbls...	687,560	740,670	751,760

FORT WILLIAM, ONT.—Reported by E. A. Ursell, Statistician, secretary of the Board of Grain Commissioners for Canada.

Receipts		Shipments	
1927	1926	1927	1926
Wheat, bus...	70,965,115	60,440,242	76,587,947
Corn, bus...	3,123	7,175	3,123
Oats, bus...	2,690,078	3,069,084	2,203,215
Barley, bus...	4,660,441	5,905,385	4,777,760
Rye, bus...	1,492,886	1,218,493	2,262,853
Flax Seed, bus.	1,102,972	1,146,605	561,980

GALVESTON—Reported by H. A. Wickstrom, chief inspector of the Cotton Exchange and Board of Trade:

Receipts		Shipments	
1927	1926	1927	1926
Wheat, bus...	.....	266,400	2,359,310
Corn, bus...	.....	118,305	.....
Rye, bus...	.....	.....	25,714
Kaffir Corn, bus.	.....	42,857	.....

INDIANAPOLIS—Reported by secretary of the Board of Trade:

Receipts		Shipments	
1927	1926	1927	1926
Wheat, bus...	285,000	227,000	293,000
Corn, bus...	1,720,000	1,726,000	1,489,000
Oats, bus...	702,000	710,000	614,000
Rye, bus...	8,000	1,400	1,600

KANSAS CITY—Reported by W. R. Scott, secretary of the Board of Trade:

Receipts		Shipments	
1927	1926	1927	1926
Wheat, bus...	5,506,200	4,307,800	3,925,600
Corn, bus...	2,505,000	790,500	984,000
Oats, bus...	436,000	338,000	196,000
Barley, bus...	190,000	56,000	284,800
Rye, bus...	43,500	31,500	21,000
Flax Seed, bus.	73,500	.....	4,500
Bran & Shorts, tons	5,340	7,120	13,640
Hay, tons...	14,388	23,016	5,880
Flour, bbls...	58,825	88,400	764,400

MILWAUKEE—Reported by H. A. Plumb, secretary of the Chamber of Commerce:

Receipts		Shipments	
1927	1926	1927	1926
Wheat, bus...	198,720	660,800	692,936
Corn, bus...	556,480	666,000	733,602
Oats, bus...	639,400	1,422,720	1,060,596
Barley, bus...	821,700	718,780	330,059
Rye, bus...	87,750	91,975	79,713
Timothy Seed, lbs.	180,000	120,000	209,989
Clover Seed, lbs.	580,131	657,614	81,100
Flax Seed, bus.	130,130	60,015	.....
Hay, tons...	746	1,155	338
Flour, bbls...	352,493	167,180	29,895

MINNEAPOLIS—Reported by G. W. Maschke, Statistician, Secretary of the Chamber of Commerce.

Receipts		Shipments	
1927	1926	1927	1926
Wheat, bus...	9,457,570	7,251,980	4,490,980
Corn, bus...	455,140	436,320	466,910
Oats, bus...	1,534,970	1,224,170	2,622,280
Barley, bus...	1,423,900	1,255,190	1,474,550
Rye, bus...	420,340	367,620	228,980
Flax Seed, bus.	1,065,090	1,103,020	299,320
Hay, tons...	1,350	324	58
Flour, bbls...	26,671	22,501	1,113,165

MONTREAL—Reported by J. Stanley Cook, Secretary of the Board of Trade.

Receipts		Shipments	
1927	1926	1927	1926
Wheat, bus...	25,607,026	17,092,633	29,121,214
Corn, bus...	136,155	165,281	11,017
Oats, bus...	533,930	367,904	507,774
Barley, bus...	1,468,005	2,297,275	6,502,749
Rye, bus...	3,537,588	271,943	6,098,869
Flax Seed, bus.	209,632	.....	.....
Hay, tons, bales	129,179	51,448	124,347
Flour, bbls...	560,422	469,797	694,130

NEW ORLEANS—Reported by S. P. Fears, Chf. Gr. Insptr. & Weighmaster, Secretary of the Board of Trade Ltd.

Receipts		Shipments	
1927	1926	1927	1926
Wheat, bus...	267	158	681,903
Corn, bus...	75	225	69,127
Oats, bus...	33	79	92,935
Barley, bus...	.....	2	.....
Rye, bus...	12	1	66,219
Grain Srgms...	2	2	.....

NEW YORK—Reported by H. Heinzer, Statistician of the Produce Exchange.

Receipts		Shipments	
1927	1926	1927	1926
Wheat, bus...	9,616,600	11,132,800	5,994,000
Corn, bus...	103,500	220,500	66
Oats, bus...	626,000	612,000	105
Barley, bus...	4,223,400	2,814,900	3,124
Rye, bus...	226,500	734,000	103
Clover Seed, bags	2,475	.....	9,259
Flax Seed, bus.	93,600	1,436,500	.....
Hay, tons...	5,269	6,546	7,393
Flour, bbls...	1,247,965	1,216,649	443,000

OMAHA—Reported by F. P. Manchester, Secretary of the Omaha Grain Exchange.

Receipts		Shipments	
1927	1926	1927	1926
Wheat, bus...	1,700,800	1,037,400	1,604,400
Corn, bus...	1,164,800	1,419,600	1,227,800
Oats, bus...	690,000	282,000	574,000
Barley, bus...	148,800	49,600	224,000
Rye, bus...	159,600	57,400	100,800

PEORIA—Reported by John R. Lofgren, Secretary of the Board of Trade.

Receipts		Shipments	
1927	1926	1927	1926
Wheat, bus...	85,200	74,450	81,600
Corn, bus...	1,653,050	1,355,950	792,450
Oats, bus...	711,000	531,900	615,600
Barley, bus...	61,600	82,600	68,400
Rye, bus...	3,600	9,600	.....
Mill Feed, tons	36,560	28,640	44,814
Hay, tons...	3,330	2,150	350
Flour, bbls...	241,100	236,200	223,900

PHILADELPHIA—Reported by A. B. Clemmer, Secretary of the Commercial Exchange.

Receipts		Shipments	
1927	1926	1927	1926
Wheat, bus...	1,286,703	1,579,117	634,571
Corn, bus...	107,498	10,553	.....
Oats, bus...	141,527	121,660	.....
Barley, bus...	21,407	51,144	49,664
Rye, bus...	16,479	2,229	.....
Flour, bbls...	203,360	184,549	23,734

PORTLAND, ORE.—Reported by F. W. Clark, Secretary of the Merchants' Exchange.

Receipts		Shipments	
1927	1926	1927	1926
Wheat, bus...	5,108,350	3,494,500	5,990,839
Corn, bus...	147,000	166,500	170
Oats, bus...	190,000	1,350,000	1,812
Barley, bus...	23,400	54,400	9,333
Rye, bus...	21,000	4,500	52,000

ST. LOUIS—Reported by Secretary of the Merchants' Exchange.

Receipts		Shipments	
1927	1926	1927	1926
Wheat, bus...	2,086,000	2,231,600	1,848,400
Corn, bus...	714,000	1,365,000	508,200
Oats, bus...	1,498,000	1,444,000	1,226,000
Rye, bus...	45,500	9,100	59,900
Barley, bus...	179,200	235,200	27,200
Kafir, bus...	38,400	15,600	19,200
Hay, tons...	5,224	853	1,572
Flour, bbls...	445,890	469,180	376,580

SAN FRANCISCO—Reported by J. J. Sullivan, Chief Inspector of the Chamber of Commerce.

Receipts		Shipments	
1927	1926	1927	1926
Wheat, tons...	4,502	4,067	.....
Corn, tons...	2,120	3,928	.....
Oats, tons...	2,219	1,228	.....
Barley, tons...	17,084	27,410	.....
Bran, tons...	249	310	.....
Beans, sacks...	87,134	105,856	.....
Foreign Beans, sacks	3,420	.....	.....
Hay, tons...	1,968	3,664	.....

SUPERIOR—Reported by J. W. Conner, Secretary of the Grain & Warehouse Commission of Wisconsin.

Receipts		Shipments	
1927	1926	1927	1926
Wheat, bus...	8,884,574	5,464,321	12,162,080
Bonded Wheat, bus.	157,959	244,757	63,100
Bonded Oats, bus.	.....	19,535	.....
Bonded Rye, bus.	5,296	13,423	23,683
Bonded Barley, bus.	83,258	168,940	152,684
Bonded Flax, bus.	10,494	29,996	.....
Corn, bus...	24,649	24,058	.....
Oats, bus...	161,910	253,097	170,750
Rye, bus...	1,696,187	676,226	1,836,131
Barley, bus...	3,550,690	683,224	3,779,824
Flax, bus...	855,688	650,147	1,094,921

TOLEDO—Reported by A. Gassaway, Secretary of the Produce Exchange.

Receipts		Shipments	
1927	1926	1927	1926
Wheat, bus...	1,389,505	829,800	713,020
Corn, bus...	151,250	457,500	61,780
Oats, bus...	270,600	569,900	127,845
Barley, bus...	6,000	2,400	.....
Rye, bus...	13,200	18,000	10,595
Timothy Seed, lbs.	4,348	1,268	3,553
Clover Seed, bags	5,447	783	1,322
Alsike, bags,	1,262	126	76



# HAY, STRAW AND FEED

## NECESSITY FOUNDED THIS PROFITABLE BUSINESS

By S. E. PETERSON

When Will G. Merselis moved to North Bend, Neb., in the spring of 1922, little did he realize that that move was the start of a profitable milling and custom grinding business. Mr. Merselis did go into farming on a small scale, keeping poultry and milk cows.

Mr. Merselis' chief difficulty in the dairy business was to make money, and this was caused by his inability to get the required properly ground feeds.

Finding a number of his neighbors in the same difficulty, Mr. Merselis bought a No. 3 "Jay Bee" grinder in July, 1923. So well pleased was he with the quality of the grinding that he invited his neighbors to come over and see his "Jay Bee" grind. And they in turn wanted their feed ground on this same mill, for many of them said that they had never seen a mill that could equal the "Jay Bee" in capacity and fine quality grinding.

This was the start of what is now known as the North Side Feed Mill. Mr. Merselis moved a 16'x 32' building with nine foot studdings over a basement of the same size.

But this space did not long meet the demand of

injured or destroyed. I can make a very high grade product. The ground material is light in color, there is no shedding of metal to darken the color of the ground feed.

"My early mill experience was worked out in one of the old French Burr Mills in Montgomery County, New York. My first task was to hold the light so that my father could see to sharpen picks for dressing the stones. When I think of the hard work connected with the old system of grinding feed, I find it a great pleasure to operate a 'Jay Bee' Mill with the trouble left out."

## FEED MARKETS FIRM

Wintry and changeable weather in most sections of the country stimulated the demand for feeds during the week ending December 7 and feed prices averaged fractionally higher, according to the weekly feed market review of the United States Bureau Agricultural Economics. Buyers in general seemed to be covering only their current requirements at present levels but stocks in retailer's hands were not large and most of the offerings were moving freely into consuming channels. Advances of around three cents in corn and oat prices also favored higher quotations for feedstuffs. Markets on the Pacific Coast were generally firm in spite of in-

was moving freely into consuming channels doubtless influenced to some degree by the continued advance in cottonseed meal prices.

Cottonseed meal was again irregularly higher. Scattered demand was noted in eastern markets principally in carlots. Offerings in Central West were hardly equal to the demand with inquiry coming mostly from the Central States, although small amounts were going to the Northwest and into the mountain section. Some agencies claimed continued good export demand.

Prices of cottonseed to producers have worked sharply higher in recent months and at \$37.51 a ton on November 15 were twice as high as the comparable figures of \$18.66 year ago. The present level is the highest November price since this time in 1923 when the crop of cottonseed was smaller than the expected outturn this year.

Gluten feed was fractionally higher. Offerings by the smaller mills were liberal at Buffalo where demand was fair. The largest manufacturer was out of the market for December and continued to offer for January shipment at 50 cents premium. Quotations were advanced 50 cents a ton at Chicago to \$36.20 for either December or January shipment. Demand was good at that point.

Hominy feed was scarce and higher. The advance in the corn market was a factor in the strength of this feed but offerings were also limited, particularly there of white feed. White hominy feed could hardly be secured at Buffalo where mills were out of the market and resellers had only a few cars to offer. Yellow hominy was also strong but a number of mills were offering this feed. Prices advanced at Philadelphia and Cincinnati and quotations were nominally a dollar higher at Chicago where very little was available. Hominy feed was also hard to buy at Omaha where local mills were not offering freely.

Alfalfa meal ruled about steady with top grades showing an advance while medium grades were notably unchanged and the lower grades were draggy. Demand continues to be chiefly for the best grades of meal which are in limited supply because of the small quantity of Alfalfa hay suitable for this meal.

Tankage held steady in spite of the weakness in hog prices. Dried beet pulp met a fair demand at some markets.

## NEW YORK FEEDS MOSTLY HIGHER

By C. K. TRAFTON

Business in practically all varieties of feeds handled in the New York market remained extremely slow during the month under review. While this was attributed to some extent, of course, to the fact that prices were higher in the majority of cases, well-informed distributors were convinced that the continued lack of demand was more directly chargeable to a noteworthy change in business methods. An interesting feature in connection with the general upturn in prices was the greater strength in Spring wheat bran which actually sold at 50 cents over a standard middlings at one time, compared with a discount of 50 cents last month. They are both quoted now at \$37.75 for December—January shipment, the bran being about \$4.15 higher than a month ago and the middlings about \$3.65 higher. The sharp reversal in the course of prices for corn goods was traceable entirely to a further falling-off in the offerings as demand has continued extremely slow. Although many buyers doubtless feel that they over-stayed their market by refusing to take advantage of last month's drop in prices, they show no inclination to climb for supplies now that prices have pointed sharply upward. The strength was especially marked in White hominy, which is \$5.75 higher at \$44.25 as



NORTH SIDE FEED MILL, AND HOME OF WILL G. MERSELIS, NORTH BEND, NEB.

the farmers for "Jay Bee" grinding. Another floor was added, a storage room holding two cars of sacked feed was built, and two steel storage tanks of 2,000 bushels' capacity were installed.

Even these additions to the North Side Feed Mill were not enough to take care of Mr. Merselis' trade. The fine, cool, uniform, fast grinding of all kinds of grains and roughage made it necessary to add another "Jay Bee" mill.

The motors and "Jay Bee" mills are in the basement, so arranged that the feed is fed into the mills by gravity from the floor above, where the feed is unloaded from the wagons or trucks into a bin. The ground feed is blown up to a point where it is either sacked or returned to the wagon in bulk.

Profits from this business have already paid for the building, the mills, equipment and the fine home adjacent to the plant.

"I make dairy, cattle, hogs, and poultry feeds which I do not believe can be equalled by any other grinding process" says Mr. Merselis. "My success is due, I believe, to the fact that I can grind anything and everything, fine or coarse; grind the feed cool—this makes the feed more palatable and more digestible—no vital elements of the feed are

creased out put of mill feeds in the Pacific Northwest.

Wheat feeds worked higher at most markets although quotations were lowered at Buffalo where production recently has been of good volume. Mills at that point were well sold up but resellers were offering liberally. Soft Winter wheat bran was higher at St. Louis and at Cincinnati where flour production was beginning to show pre-holiday dullness. Offerings of both bran and middlings for December shipment at Minneapolis were extremely limited and were readily taken by the scattered demand. Prices turned upward in the Southwest partly because important buyers were shifted to that territory by the shortage at Minneapolis while the drought over most of Texas was causing an active demand in that territory. Some sales were made from Kansas City to Virginia and other eastern points.

Linseed meal held steady. Offerings were liberal at Buffalo but mills were securing enough business to keep them going from day to day and prices were notably unchanged. Mills at Minneapolis were well sold ahead but jobbers at that point were underquoting mills, reselling stocks purchased some time back at lower figures. The output at that point



practically all the mills have been out of the market. It was evident that some of them were well sold up while others found old crop corn hard to secure and too expensive while they were unwilling to start using new crop corn before it had dried properly. Likewise only a few mills are offering Yellow hominy, which is \$2.75 higher at \$41.25. A month ago both kinds were selling at \$38.50.

Demand for cottonseed oil meal from eastern buyers has continued extremely slow, but nevertheless the upward movement of prices became much more rapid than was the case a month ago. In fact, prices are from \$1.40 to \$2.75 higher than those of a month ago with the higher grades showing the greatest strength. According to one of the largest southern producers they have been forced to mark up prices because of much heavier buying by western dealers, which more than offset the slackening of the eastern demand. Buyers of linseed oil meal have remained indifferent, although there has been a further reduction of about 50 cents with 34 per cent meal offered at \$50.55. The ability of mills to offer this grade makes it quite plain that there is no longer a shortage of domestic linseed.

### PURINA LOSES SHORTS CASE

A controversy over the billing instructions effected on two cars of gray shorts bought by the Ralston Purina Company, St. Louis, from the Domestic Milling Company, Kansas City, Mo., has been settled in favor of the latter firm which was defendant in the case heard by the Feed Arbitration Committee of the Grain Dealers National Association. W. O. Fehling filed dissenting opinion in favor of Purina.

The plaintiff claimed that the billing used by the defendant was such that it could not use a milling-in-transit privilege to another point in the same freight territory as was the original destination, Fort Worth, Texas.

### YEAST YIELDS NO PIG PROFIT

Fermenting feed for pigs with yeast did not result in a sufficient saving of feed to pay for the yeast in recent experiments conducted by the department of animal industry of the Ohio Experiment Station.

Three different rations and two different mineral mixtures with and without yeast were used in the feeding tests. They were corn and tankage; corn, tankage, linseed meal, and Alfalfa meal; and corn and linseed meal. The minerals were salt and limestone and salt, limestone, and bone meal.

The feed for one group of pigs in each test was prepared by adding water and soaking the feed for 24 hours. Yeast and water were added to similar feed and it was allowed to ferment under favorable temperature for 24 hours for another group.

The feed fermented with yeast seemed a little more palatable and in three tests out of four the pigs receiving it ate more than those receiving the unfermented feed and made slightly faster gains.

### NEW YORK HAY PRICES LOWER

By C. K. TRAFTON

Prices for hay in the New York market are roughly \$2 per ton lower than they were a month ago and practically all of this loss was sustained during the three weeks following the writing of our last review. The market developed a somewhat better tone at the beginning of December, but up to this writing no actual business had been reported at higher prices. In spite of the decline in prices which occurred early in November, the arrivals were moderately heavy for about three weeks, while demand became even poorer than it had been. The continued liberal arrivals in spite of the lower prices encouraged a general belief that there was still a great deal of hay to come in from the country. As a consequence supplies began to pile up at practically all terminals in the metropolitan district and receivers in many cases were so eager to move their hay and thereby save heavy storage charges that they appeared to be willing to accept almost any price that was offered. Price differences between the top grades were fairly well maintained

throughout the month in spite of the fact that a relatively large percentage of the arrivals of such grades was about a top No. 2, while strictly choice No. 1 was not plentiful. Although the receipts included a comparatively small proportion of inferior hay, there were some lots that were so poor that receivers were glad to let them go at \$12 and \$14; most of these being in small bales.

It is obvious that buyers do not anticipate any shortage of supplies, but, on the other hand, are confident that prices will remain low for the balance of the season. During the greater part of the period the weather continued unseasonably mild and, although more wintry conditions developed later, they were not of long duration and apparently failed to stimulate feeding to any noteworthy extent. In fact, as far as New York City was concerned, feeding demand was actually smaller as the unfavorable traffic conditions seriously curtailed the use of horse-drawn trucks.

### GRAIN COMPANY DEVELOPS LARGE FEED BUSINESS

For many years the volume of trade in grain has been increasing in the Northwest, but in recent years there has been an even more appreciable increase in the mixing and distribution of feeds. This industry is still showing a marked tendency toward larger volume and very likely can be expected to maintain this trend. The flow of population is always westward, and just as the center of popula-

city of 300 bushels per hour. The cleaning apparatus is a Carter Disc, furnished by the Carter-Mayhew Company, of Minneapolis, Minn. The elevators are of wooden construction and were built by the T. E. Ibberson Company.

The milling unit contains a Unique Attrition Mill, made by the Robinson Manufacturing Company of Muncy, Pa., and this feed grinder has a capacity of two tons per hour.

Electric power is used for the feed mill and steam power for the other milling work. A 25-horsepower engine is used when the mill is not in operation, this being sufficient to carry the rest of the load. Lighting is electrical too; and the main drive is a rope.

The company was organized by Henry Rippe, in 1892, at Fairmont, Minn. This is where the head office is located. The Bowman plant, to which we have reference in this article, began operation in 1908, and has been in continuous operation since that time. The Rippe Oil Company is also operated by the same management, the oil jobbing business being run as a sideline. The concern owns and operates six plants and they include elevators located at the following points: Armstrong, Iowa; Fairmont, Minn.; Alpha, Minn.; and the feed grinding plant at Fairmont.

The Bowman, N. D., plant is situated on the right of way of Chicago, Milwaukee & St. Paul Railroad, and is a frame structure, the general appearance of which is shown in the illustration on this page. It is an up-to-date plant and has a well established



PLANT OF THE RIPPE GRAIN & MILLING COMPANY, BOWMAN, N. D.

tion works its way across the continent, so does the development of the natural resources. It is not only a question of favorable climatic conditions combined with the necessary man power, but the demands of the country as a whole are constantly going through a scheme of evolution. Feeds are gaining and it is fair to say that the feed industry is still either in its infancy or not far out of it.

Among the various commercial enterprises which have gained favor in the Northwest are dairying and poultry raising. These are a natural inducement for the feed producing plants. The freight expense of shipping feeds into the area can be greatly reduced or eliminated by converting the raw products to mixed feeds nearer at hand, and the milling of feeds shares with flour milling the distinction of being one of the basic factors in agricultural life. Accordingly, there are getting to be more and more feed establishments in the Dakotas and Minnesota. Some of these are comparatively small units, while others commenced in a moderate manner and later became plants of imposing size and importance in the community. One concern which has earned for itself a position in this development is the Rippe Grain & Milling Company, which maintains a plant at Bowman, N. D., some facts about which are given here.

The storage capacity of the company's new elevator is 23,000 bushels, and that of the old house is 14,000 bushels. The mill proper has storage facilities for 7,000 bushels. There are two legs in the new house, and the old unit already had one. There is one grain cleaner, giving a cleaning capa-

trade in the surrounding country. W. H. Walter is the superintendent under whose charge the plant is being operated.

The house has been provided with a manlift to afford ease in accessibility to the different floors. There is a double distributing spout and all the necessary equipment for expediting handling. In the matter of weighing facilities, there are two dump scales as well as two hopper scales, the latter having been furnished by Fairbanks, Morse & Co., of Chicago.

The Rippe Grain & Milling Company deals in several sidelines as well as grain. The milling plant provides both flour and feed, and in addition, the company merchandises salt and twine. The chief grains handled include wheat, rye, oats, barley and flax. During the past year the elevator handled 200,000 bushels of grain.

### HAY COMBUSTION UNDER STUDY

At the request of Dean J. L. Hills, College of Agriculture, University of Vermont, and other state officials, David J. Price, Engineer in Charge of the Chemical Engineering Division, and Dr. L. H. James, Associate Bacteriologist in the Bureau of Chemistry and Soils, United States Department of Agriculture, were detailed to make special studies of the heating of hay in dairy barns in the flooded areas in northern Vermont. The Department of Agriculture specialists left for Vermont on short notice in response to this emergency request and reached Burlington on November 12.

In many instances it was found necessary to re-



move the hay from the barns, while in other cases a careful watch was maintained over heated areas. Special studies were made to secure data relative to conditions under which the hay would heat and reach conditions favorable to spontaneous ignition, and efforts to develop control methods were also undertaken.

Observation made by the department representatives indicate definitely the need for further research and experimentation to determine the factors contributing to spontaneous combustion of hay in barns and for the development of further control methods.

### HAY COMMITTEES FOR 1927-1928

The following committees have been appointed by President Dinius of the National Hay Association for the coming year:

Arbitration Committee, No. 1: Lloyd M. Faris, chairman, Kansas City, Mo.; R. M. White, Duluth, Minn.; D. S. Mullally, St. Louis, Mo.

Arbitration Committee, No. 2: H. R. White, chairman, Scotts, Mich.; Ralph H. Brown, Cincinnati, Ohio; W. L. Walton, Pittsburgh, Pa.

Arbitration Committee, No. 3: C. W. Hall, chairman, Ottawa, Ont.; A. B. Comeau, Farnham, Que.; J. S. P. Thompson, Toronto, Ont.

Transportation Committee: J. C. Suttie, chairman, Omaha, Neb.; J. F. Kehoe, Terre Haute, Ind.; W. E. Rouse, Geneva, N. Y.; H. E. Theiss, E. St. Louis, Ill.; J. M. Hail, Kansas City, Mo.

Legislative Committee: W. I. Biles, chairman, Saginaw, Mich.; Geo. S. Bridge, Chicago, Ill.; H. G. Morgan, Pittsburgh, Pa.; H. L. Cross, Fayetteville, N. Y.; L. W. Dewey, Blanchester, Ohio.

Grades Committee: Rudolph Raabe, chairman, Fort Jennings, Ohio; O. D. Kendrick, Indianapolis, Ind.; S. C. Johnston, Birmingham, Ala.; D. S. Wright, Weedsport, N. Y.; C. E. Server, Chattanooga, Tenn.

Committee on Trade Questions: G. H. Wilcox, chairman, Wauwatosa, Wis.; T. J. Hubbard, Lansing, Mich.; Alfred H. Lea, Charleston, W. Va.

Memorial Committee: B. A. Dean, chairman, Auburn, N. Y.; M. K. Kendrick, Suffolk, Va.; H. A. Bascom, Boston, Mass.

Statistics Committee: J. M. Anderson, chairman, Chicago, Ill.; H. C. Wheaton, Wilkes Barre, Pa.; W. E. Starr, Los Angeles, Calif.; H. T. Beatty, Overton, Neb.; A. J. Mead, Clyde, N. Y.

#### State Vice-Presidents

Avon Burk, chairman, Decatur, Ind.; Alabama, C. A. Allen, Birmingham; Arizona, A. D. Cox, Yuma; Arkansas, S. P. Davis, Little Rock; California, E. R. Long, Bakersfield; Colorado, J. L. Barr, Denver; Connecticut, W. L. Mitchell, New Haven; District of Columbia, V. C. Dickey, Washington; Florida, R. F. Browder, Jacksonville; Georgia, E. T. Sheftall, Savannah; Illinois, H. S. Button, Chicago; Indiana, C. G. Egly, Ft. Wayne; Iowa, H. W. Milligan, Sioux City; Kansas, W. J. Small, Neodesha; Kentucky, Wm. Adams, Cynthiana; Louisiana, J. H. Grimsal, New Orleans; Maine, W. G. Morse, Rumford; Maryland, Herman Runge, Baltimore; Massachusetts, R. L. Page, Boston; Michigan, Edward Gleason, Emmett; Minnesota, Wm. Perrizo, Jr., Clontarf; Mississippi, F. B. Lemley, Jackson; Missouri, W. R. Crispin, St. Louis; Montana, Geo. H. Snell, Miles City; Nebraska, Arthur Jensen, Cozad; Nevada, I. L. Kent, Fallon; New Jersey, J. B. Schanck, Hightstown; New York, F. M. Williams, New York; North Carolina, W. J. Rasberry, Farmville; Ohio, M. Wait, Caledonia; Oklahoma, J. W. Stewart, Chelsea; Oregon, T. L. Sims, Portland; Pennsylvania, M. L. Jaschik, Lancaster; Rhode Island, R. L. Kelley, Providence; South Carolina, W. B. Harrison, Spartanburg; South Dakota, L. Andersen, Presho; Tennessee, Embry Anderson, Memphis; Texas, P. A. Hayes, Barstow; Vermont, A. G. Jones, Brandon; Virginia, E. D. Clopton, West Point; West Virginia, W. P. Barlow, Buckhannon; Wisconsin, R. S. Tompkins, Rhinelander. Canada: Alberta, W. T. Hill, Lethbridge; Manitoba, A. J. Blond, Winnipeg; Ontario, J. A. Huneault, Casselman; Quebec, H. M. Scott, Montreal.

### SOUTHERN ADULTERATION RULINGS

Georgia recently refused registration for feeds which contained oat hulls and it was not long before Alabama followed suit. But the latter added "that wild oats, rice hulls, barley hulls, cocoanut meal and oyster shell grits, are included in the ban."

The department at Alabama, when publishing notification of this ruling said: "The principal adulterants employed in the feedingstuff trade are oat hulls, barley hulls, rice chaff, corncobs, peanut shells and screenings. Some of the above may be found legitimately in a feed consequent to the grinding of the whole seed, but when used out of proper proportions, or in excess of the amount obtained in grinding the whole seed, or when

foreign to the products, or if injurious to the health of domestic animals, would be considered an adulteration.

"The department is of the opinion that where oat hulls, and dust are added to a commercial feed simply as a filler that it is the rankest kind of adulteration, as these ingredients have practically no feeding value. Therefore, it shall be the policy of this department to exclude from sale feeds that contain these adulterants."

### REPARATION FOR HAY FIRM RECOMMENDED

Examiner H. L. Main, of the Interstate Commerce Commission, after reviewing the case of the Gateway Hay Company against the Union Pacific Railroad, said the Commission "should find inapplicable and unreasonable" an inspection charge of \$2.25 on hay shipped to Kansas City. A recommendation for reparation also was made by the examiner. One of the questions in the case was as to whether the delivery on the inspection tracks was an actual delivery. The examiner said the record established that delivery was taken on the inspection tracks. He said that the principle was established that a car needed not necessarily to be unloaded to effect delivery.

The inspection charge referred to above, was discontinued in October, 1926, so the question of reparation was the principal issue for review. In place of the inspection charge, a switching fee of \$3.60 per car is collected by the railroad when, after inspection and acceptance, the car is ordered to another line.

### HAY REPORT REVERSED

In a report on the further hearing of the case of Henry W. Brown & Co., versus the Erie Railroad, Interstate Commerce Commissioner Hurley has recommended reversal of a former report insofar as the finding of unreasonableness is concerned. In the first report Division No. 3 of the I. C. C. found the charges of \$3 before and \$2.70 per car after July 1, 1922, on hay inspected on the Cincinnati Grain and Hay Exchange plug track not unreasonable when applied to shipments outside of Ohio.

Hurley says the charges should be found applicable, as in the former report but unreasonable. He said that obviously the so-called inspection charge assessed in this case covered no more than the setting out of the cars on the complainant's track. It was claimed that the plug track constituted the carrier's hold track. Hurley found the carriers had no hold tracks and that when a car was set on the track in question and the charges paid the transportation was completed, even if the cars were not physically unloaded before being sent to other points. He said the inspection was conducted by the complainants on their own track after the transportation contract with the Erie had been completed.

### U. S. HAY BETTER PREPARED SAYS CANADIAN

The Canadian is losing a market for his hay in the United States, on account of careless packing and shipping and inattention to the requirements of particular markets, resulting in constant losses to both buyers and producers, says Frederic Hudd, Canadian Trade Commissioner in the United States. In this report on marketing Canadian hay in this country, published in a late issue of *Farm and Dairy*, a Toronto, (Ont.) magazine, Mr. Hudd declares flatly that "the poor condition in which Canadian hay is received has created a prejudice against it. As a result Canadian hay must be sold for less than similar domestic grades, although, in many cases, in actual quality it can be considered equal. Some dealers will not buy Canadian hay at any price on account of their experiences with previous shipments."

The commissioner has made a careful investigation of complaints against Canadian hay in New York, Philadelphia and Boston. He has inspected shipments in question and has found complaints

well founded. "Indeed," he says, "it would be impossible to exaggerate the condition in which some shipments are received, making it necessary for the hay to be dumped on the cheapest market that can be found." Great inroads have been made into the hay business by the increased use of automobiles and there has been a decrease of nearly 70 per cent in the consumption of hay in the New York market in the past decade. Competition becomes still keener as time goes on.

If the Canadian shipper desires to find a continued outlet in the United States, concludes Mr. Hudd, he must realize that in addition to the greatly reduced market, he has to compete against a duty of \$4 per ton, as well as the consular, bond and brokerage charges incidental to shipment, and against the domestic hay handled by greatly improved methods of packing and marketing in the hay-making states.

### HAY MARKET FIRM

In its market letter of December 12, the Martin Grain Company of St. Louis, Mo., says:

The market on Timothy hay continues to rule very firm on No. 1 and good No. 2 Timothy hay which is in scant offering with a good local inquiry. The lower grades still continue in excessive supply and are dull and relatively low priced. It does not pay to ship poor hay at these prices.

Light Clover Mixed hay steady on No. 1 but dull on lower grades.

Heavy Clover Mixed hay is in fair request. No. 1 is selling well and good No. 2 is also moving freely but lower grades are slow.

Pure Clover hay continues quiet, there is a fair demand for high No. 1 but lower grades are slow.

Alfalfa hay market continues firm on high grade dairy Alfalfa which is selling at relatively high prices. The lower grades are in ample offering with a very limited demand.

Prairie hay market is quiet with a fair inquiry for No. 1.

### ST. LOUIS ARRIVALS FAIR

In its market letter of December 12, the Toberman Grain Company says:

Arrivals of hay continue to be fair. Low grades are in excess of demand, but market steady on all good qualities, which sell to advantage.

Good demand for choice grades Clover. No. 2 and lower qualities slow sale.

Good demand for better qualities of dairy Alfalfa hay. Medium grades are steady.

Choice Kansas upland Prairie selling to advantage. No. 2 and lower qualities hard to place, even at low figures.

### REPORT FROM CALCUTTA ON STRAW CHAFF AS FEED

A method of improving the feeding value of straw chaff by fermentation is suggested by the report of the director of the plant industry institute at Indore, India.

The Indore experiment, as outlined in a publication from Calcutta, was started in May 1926. The materials used were three parts of green maize, 27 parts chopped wheat chaff and millet stalks, and  $\frac{3}{4}$  parts of common salt. Two other mixtures were made without salt.

Fermentation ceased after 35 days and the resulting feed was fed to work cattle. It was relished by them and eaten much more readily than ordinary, untreated chaff. No advantage was apparent from the use of salt.

### TWO GRADES OF TOUGH WHEAT

After a seven-day inspection of Dominion wheat shipped into Winnipeg, Man., from various sources, the Western Grain Standards Board of Canada decided to designate two classes of tough wheat, "Tough A," and "Tough B."

Dr. Birchard, of the Canadian Laboratory, Ottawa, stated that sound, matured wheat stored under good conditions would be safe with 14½ per cent of moisture, but that rusted, frosted or immature wheat could not be so regarded and would be bet-



ter with less moisture for safety, especially if it were subjected to any extremes in shipment or storage. It was decided not to have any special grades for rusted wheat. Contrary to conditions in previous years, this season's rusted wheat was no better in protein strength than in frosted.

CORN VARIETIES IN ILLINOIS

Several interesting tests have been conducted by the Urbana (Illinois) Agricultural Experiment Station in different varieties of corn and the results of these have recently been published by George H. Dungan and W. L. Burlison in Bulletin 294 as "Productiveness of Certain Varieties of Corn in Illinois." Copies may be obtained from the Agricultural Experiment Station at Urbana, Ill.

MEAT SCRAP WARNING

The importance of elevators taking on only the best known and thoroughly proven brands of meat scraps for their animal feed sideline stocks, is shown by Official Inspections, No. 124, for the State of Maine. Three meat scraps tested were found to be deficient in protein.

Although two of these meat scrap samples varied from their protein guarantee by only about a point, one sample was found to be off 4.17 per cent. It was guaranteed, under an eastern brand, as 50 per cent protein, and the analysis showed 45.83 per cent.

AD GIVES SIDELIGHT ON HAY TRADE OF 1783

A heavy scale for weighing river shipments of hay through New York, N. Y., is featured prominently among the advertisements brought to light again after 144 years by the facsimile reproduction of the *Independent Journal* issue of November 17, 1783. The reproduction appears in the centennial edition of the *New York Journal of Commerce*.

Next to a poem by a British officer and a notice of sale of "20 hogsheads of West India Rum," appears the hay scale advertisement: "This day at the boat yard will be sold a sloop, a hulk, sundry bateaux, boats, and scows, and The Complete Machine For Weighing Hay now at the North River Hay Yard." The notice is signed by John Trench & Co.

POULTRY MIXTURES

Single bird, egg-laying tests, open to poultry-keepers in Cheshire, England, were held at Cheshire School of Agriculture during the past two years, each test commencing in the middle of October and extending over a period of 48 weeks.

In both tests, grain was fed twice daily, early in the morning and at noon, and wet mash every afternoon (except on Sunday, when an extra feed of grain was given).

The standard wet mash mixture was made up as follows:—

Bran .....	25-30 per cent.
Thirds .....	35-40 "
Sussex ground oats .....	10-15 "
Maize meal .....	10-15 "
Meat meal .....	10-15 "

The exact composition of the mixture was varied slightly from time to time in accordance with seasonal changes and the condition of the birds.

Dry mash hoppers were kept filled throughout the tests, and limestone grit was provided as required. During the autumns, marrow-stem kale was given almost daily. The total food consumed was as follows:—

	1924-25.	1925-26.
Grain .....	3,830 lb.	4,257 lb.
Meal in wet mash..	3,175 "	3,803½ "
Meal in dry mash..	734 "	694¼ "
Total .....	7,739 "	8,754¾ "

The average consumption of meal and grain was therefore four ounces per bird per day in 1924-25, and 4.5 ounces in 1925-26. It is interesting to note the very decided preference for wet mash displayed. —British Ministry of Agriculture's *Journal*.

NEW FEED BRANDS

"MEATABONE" poultry food, namely, meat scraps. Riverdale Products Company, Chicago, Ill. Filed August 15, 1927. Serial No. 253,481. Published October 18, 1927.

"ANCHOR BRAND" linseed meal for stock feeding purposes and the compounding of stock and poultry foods. Ankeny Linseed Manufacturing Company, Des Moines, Iowa. Filed November 30, 1926. Serial No. 240,766. Published October 18, 1927.

"SOO" sugared and mineralized hog feeds, hog meals, poultry fattener, laying mash, mineral mixtures, buttermilk feed for chick starter, baby chick grower, baby chick feed, pig meal and tankage. Soo Feed & Chemical Company, Sioux City, Iowa. Filed April 1, 1927. Serial No. 246,783. Published November 15, 1927.

"EQUITY GREEN BAG" stock and poultry feeds, viz., egg mash, starter, and grower feed, pig meal, calf meal, hog fattener, poultry fattener, dog feeds and dairy feed. Serial No. 253,495. Feeders' Supply Company, Kansas City, Mo. Filed August 15, 1927. Published November 8, 1927.

"HIAWATHA GRAIN COMPANY" animal feeds. Hiawatha Grain Company, Minneapolis, Minn. Filed March 24, 1927. Serial No. 246,283. Published November 8, 1927.

"EXTRE" horse feed and mule feed. Grain Belt Mills Company, South St. Joseph, Mo. Filed April

234,131. Poultry and stock feeds. The Quaker Oats Company, Chicago, Ill. Filed March 12, 1927. Serial No. 245,655. Published July 26, 1927. Registered October 18, 1927.

234,214. Scratch feed and egg mash for poultry. Universal Mills, Fort Worth, Texas. Filed June 30, 1927. Serial No. 251,367. Published August 9, 1927. Registered October 18, 1927.

234,802. Egg mash, baby-chick scratch feed, pullet scratch feed, scratch feed, egg mash with buttermilk, developing mash with buttermilk, baby chick mash, baby chick mash with buttermilk, crate fattener, pigeon feed. Sperry Flour Company, San Francisco, Calif. Filed June 11, 1927. Serial No. 250,423. Published August 23, 1927. Registered November 8, 1927.

234,823. Feeds, i.e., egg mash and cattle feed. White Grain Company, Duluth, Minn. Filed July 5, 1927. Serial No. 251,526. Published August 23, 1927. Registered November 8, 1927.

235,058. Stock feed. Mountain City Mill Company, Inc., Chattanooga, Tenn. Filed May 3, 1926. Serial No. 231,058. Published August 23, 1927. Registered November 8, 1927.

235,240. Stock feed. Schreiber Milling & Grain Company, St. Joseph, Mo. Filed June 24, 1927. Serial No. 251,085. Published August 23, 1927. Registered November 15, 1927.

235,936. Poultry feeds. Rudy-Patrick Seed Company, Kansas City, Mo. Filed July 6, 1927. Serial No. 251,576. Published September 13, 1927. Registered November 29, 1927.

235,937. Poultry feeds. Rudy-Patrick Seed Company, Kansas City, Mo. Filed July 6, 1927. Serial No. 251,575. Published September 13, 1927. Registered November 29, 1927.

Labels Registered

32,863.—Title: Equity Green Bag Egg Mash. For Poultry Feed. Feeders' Supply Company, Kansas City, Mo. Published August 11, 1927. Registered October 18, 1927.

32,864.—Title: Equity Green Bag Starter & Grower. For Chick Feed. Feeders' Supply Company, Kansas City, Mo. Published August 11, 1927. Registered October 18, 1927.

32,865.—Title: Growola. For Growing Mash Poultry Feed for Growing Chickens. The Feedola Milling Company, McPherson, Kan. Published February 18, 1927. Registered October 18, 1927.

32,866.—Title: Startola. For Starting Mash Poultry Feed for Baby Chicks. The Feedola Milling Company, McPherson, Kan. Published February 18, 1927. Registered October 18, 1927.

32,867.—Title: Eggola. For Egg Mash Feed for Hens. The Feedola Milling Company, McPherson, Kan. Published February 18, 1927. Registered October 18, 1927.

Trademark Registrations Renewed

67,308. Poultry food. Registered January 28, 1908. Crystal Carbonate Lime Company, Louisiana, Mo. Renewed January 28, 1928, to Walter A. Neusitz, St. Louis, Mo., assignee. Registered November 8, 1927.

67,441. Stock foods. Registered February 4, 1908. The Quaker Oats Company, Jersey City, N. J.; Chicago, Ill.; Cedar Rapids, Iowa; and Akron, Ohio. Renewed February 4, 1928, to The Quaker Oats Company, Chicago, Ill., a corporation of New Jersey. Registered November 29, 1927.

67,442. Stock foods. Registered February 4, 1908. The Quaker Oats Company, Jersey City, N. J.; Chicago, Ill.; Cedar Rapids, Iowa; and Akron, Ohio. Renewed February 4, 1928, to The Quaker Oats Company, Chicago, Ill., a corporation of New Jersey. Registered November 29, 1927.

67,443. Stock foods. Registered February 4, 1908. The Quaker Oats Company, Jersey City, N. J.; Chicago, Ill.; Cedar Rapids, Iowa; and Akron, Ohio. Renewed February 4, 1928, to The Quaker Oats Company, Chicago, Ill., a corporation of New Jersey. Registered November 29, 1927.

ACCORDING to *Foreign Crops and Markets*, grass in England and Wales is lacking in feeding qualities, and the outlook for winter keep of livestock is not very promising, with hay and straw of poor quality generally, and roots not too plentiful.



22, 1927. Serial No. 247,851. Published November 8, 1927.

"M AND CCO" hog feeds, dairy feeds, poultry feeds, horse and mule feeds. Molony & Carter Company, Charleston, S. C. Filed September 16, 1927. Serial No. 254,809. Published November 22, 1927.

Meal, a compounded ground feed composed of cereals and other suitable ingredients for poultry. Blatchford Calf Meal Company, Waukegan, Ill. Filed September 19, 1927. Serial No. 254,889. Published November 29, 1927.

"S" record fat, chick developer, hog minerals, poultry fat, pig meal, egg mash, scratch grain, laying mash, starting and growing mash, chick feed, and calf meal, feed for domestic cattle, swine and poultry. Sargent & Co., Des Moines, Iowa. Filed September 14, 1926. Serial No. 237,248. Published November 29, 1927.

"RED SEAL" cottonseed meal, cotton seed cake, dairy feed, mixed feeds, horse and mule feed and chicken feed. Choctaw Cotton Oil Company, Ada, Okla. Filed November 2, 1926. Serial No. 239,573. Published November 29, 1927.

Trademarks Registered

234,023. Dairy feed. Maritime Milling Company, Inc., Buffalo, N. Y. Filed May 19, 1927. Serial No. 249,229. Published August 2, 1927. Registered October 18, 1927.

234,079. Stock feeds including poultry feeds, comprising chick starter, chick grains, growing mash, egg mash, scratch grains, developing feed and crate fattener as well as other feeds such as dairy rations and pig meal. Blank & Gottshall Company, Inc., Sunbury and Williamsport, Pa. Filed June 6, 1927. Serial No. 250,059. Published August 2, 1927. Registered October 18, 1927.

234,130. Prepared stock feed. The Quaker Oats Company, Chicago, Ill. Filed March 14, 1927. Serial No. 245,749. Published July 26, 1927. Registered October 18, 1927.



## Hints for the Elevator Millwright

"Big Bill" Davis Assists in Repairing a Boiler and Gives Some Advice  
About Putty and the Elevator Windows

By JAMES F. HOBART

"BIG BILL" DAVIS had been called in to assist. The boiler at Mr. Smalley's elevator had given out the evening before and a serious condition confronted the owner, for it was necessary to make the repairs and get in operation by Monday morning if serious losses were to be avoided. Mr. Smalley explained that the dry sheet had burned out. He had telephoned the boiler shop to cut a sheet 18 inches wide and 48 inches long, bend it to a five-foot circle and send it over along with a boiler maker and tools. The Saturday afternoon train had brought the tools and plate (though it had not been bent), and no man showed up. It was this reason that Mr. Smalley had appealed to Bill Davis for assistance.

## HAND BENDING A PLATE

Big Bill looked things over and saw that the boiler dry sheet had been burned in spots clear to the rivets by carelessly allowing flame to leak from furnace to smoke-front by reason of defective furnace lining. He at once set a couple of men to cutting out some of the rivets which held the front head and shell together. The half-inch steel plate lay on the ground. It must be bent to fit the boiler shell, which was 60 inches in diameter.

"Got any tough hard wood around here?" asked Big Bill of Mr. Smalley, and then he was shown a wood pile in which were some knotty, tough looking sticks of cord wood about eight inches in diameter. Bill Davis started two more men to sawing off several pieces of the toughest looking parts of the wood. The pieces cut were about 12 inches long and averaged about eight inches in diameter.

An inch and a half hole was bored crosswise through each piece of wood and a three-foot piece of one-inch steam pipe was inserted and wedged tightly by splitting the end of the pipe with a hack saw and then driving a taper metal wedge into the split end of the pipe, thus expanding the pipe until it was held fast in the wooden block. As soon as two of these heavy mauls had been finished, Big Bill set three men to bending the strip of steel plate. A piece of 12-inch I-beam had been found and dragged from beneath a pile of rubbish, to serve as an anvil upon which to bend the steel plate. One man held the steel sheet in position upon the I-beam, while two other men "belted" the steel soundly with the heavy wooden "mauls". Other mauls were being made, for Davis expected that a number of them would be split or otherwise spoiled before the steel sheet had been properly shaped, for he realized very well that it was no small job to bend even a narrow piece of half-inch steel with wooden mauls.

## LOCATING RIVET HOLES

By the time the new steel dry sheet had been bent approximately to the curve of the boiler shell, the rivets had been cut out and the new dry-sheet could be placed against the boiler shell outside of the burned away dry sheet. The new sheet was pounded and mauled until it fitted the boiler shell as closely as possible. Then the new sheet was placed in position and its middle portion forced into place by a jack-screw placed underneath the middle of the new sheet.

While the sheet was thus held in position by the jack-screw, the three middle holes were marked for drilling. To do the marking quickly and accurately, a wooden plug was planed out to a snug fit in the old rivet holes. A bit of soft felt was glued to the end of the bit of wood and a groove an eighth of an inch wide was cut across the middle of the felt. Some thick red paint was spread on a bit of sheet metal and the felt rubbed around in the paint until well covered. Then the wooden plug was placed in one of the rivet holes, and pushed down until the felt came in contact with the sheet to be drilled. Then the plug was rotated a couple of times, again rubbed in the evenly spread paint and another hole marked as described. The

three middle holes were thus marked, then the new sheet was removed and where a rivet hole was to be drilled was found a neat circle of red paint, with a small blank spot in the exact center of the red paint. A center punch was driven very carefully into each little round blank spot in the paint circle, and three holes were drilled from the centers thus found.

The sheet was then replaced and a couple of bolts were placed in the end holes; and the sheet was then hammered vigorously to fit it as closely as possible to the boiler shell. The jack screw was again applied and three more rivet holes were marked as described above. Then, the jack was placed against the sheet beyond the other bolt, and when the jack had been tightened and the sheet hammered home as well as possible, three more bolt holes were marked, after which the new dry sheet was again removed, and six more holes center-punched and drilled. The several processes described were repeated until all the holes had been marked and drilled, and the sheet temporarily bolted in place. Then, permanent rivets driven, beginning in the middle and working alternately toward both ends of the new dry sheet.

The cast iron boiler front was then put in place and carefully fastened, after which it was "pointed" with mortar until there was no possibility of any air-leakage into the combustion chamber or into the "smoke-front." Mr. Davis showed the engineer how to arrange the fire bricks around the furnace mouth pieces in such a manner that flame could not pass into the smoke front, which was the cause of the old dry sheet being burned out.

## WIND, WINDOWS AND PUTTY

"Mr. Davis," said the elevator owner as they came from his house after breakfast. "Just look at those elevator windows! Not one of them but from which one or several panes of glass are missing.

spring, and here is the putty all loose and flaking off already!"

"Here is the trouble," replied Davis. "This sash was not painted before putty was run on. The putty was probably pretty dry when applied, and may have been made with a substitute, instead of with genuine linseed oil, with result that the cheap oil did not oxidize properly, so as to bind the putty to the wood. As a consequence, the wood has 'weathered' and when new putty is applied upon the weather-softened wood surface, the putty fails to bind with the wood, dries out instead of oxidizing properly. It peels off at the slightest pressure from the wind. Once a sash has 'weathered,' putty of the ordinary kind cannot be made to adhere without a bit of special treatment."

## MAKING PUTTY STICK

"Now, then," said Davis, "That looks like good putty, but it can't be trusted to stick to weathered window sash. We might have pounded the putty with a mallet, instead of rubbing it through wire-cloth, but this way is the best. Now, to make a sure thing, the sashes should have all the old putty removed and the wood scraped with a scraper, putty-knife or a chisel; then apply a coat of good lead and oil paint, and after that has dried at least for a day, run on the putty and it will bind with the paint, and stay. If white lead be mixed with the putty, it will stay put forever. Putty containing a good proportion of white lead, may stick upon unpainted, weathered wood," continued Bill Davis, "but it is not as sure to stick as is putty applied to a well painted wood surface. If your sash be glazed with litharge and glycerin, it will probably stick to weathered wood, but that kind of putty is pretty expensive, and not as sure to stick as putty on paint."

## STORMS HINDER LAKE SHIPPING

Weather reports from the northern part of the United States indicate that some unusually severe storms have been experienced and these have interfered seriously with some of the lake transportation. A gale off the Great Lakes swept western New York early this month, and extended its depre-



GRAIN VESSELS DRIVEN ASHORE Photo by International News Reel.

Why, the wind blows out some glass every time it blows heavily and when you are inside, you can hear the glass rattling away in every sash. What can be done to prevent such a waste of glass! Putty falls off in less than a year after new putty has been put in place. What is wrong? I have seen sash with putty 40 years old on them and you couldn't cut the putty off with a chisel. What is wrong with the sash in my elevator?"

"Send a man up stairs and bring down a sash and we will look it over," said Bill Davis, and added after looking at one, "Look at this! I can pick off any of this putty with my thumb nail, and you say it has been on less than a year?"

"Yes, we glazed every sash in the place last

dations to the Lake provinces of Canada. The resulting disrupting of shipping is illustrated by the reproduction of a photograph which is printed on this page.

Ships were torn from their moorings in harbors, houses were damaged and wide sections were flooded. Trees and poles were uprooted. The vessels shown in the picture were grain carriers that were driven ashore in the vicinity of Buffalo.

GRAIN shipments from Houston during the month of November 1927 were: Wheat 16,000 bushels, as compared with 64,000 bushels shipped in November 1926; corn, 59,303 bushels; kafir, 41,540 bushels; milo, 11,812 bushels.



# ASSOCIATIONS

## FEED CONTROL OFFICIALS MEET

On November 3 and 4, the Association of Feed Control Officials of the United States met at the Hotel Raleigh, Washington, D. C. President B. B. Ross presided. The morning of the first day, there was an executive session of the Executive Committee, followed by a round table discussion from which all but association members were excluded. The afternoon of the first day was commenced with an address of welcome by R. W. Dunlay, Assistant Secretary of Agriculture. The response was by H. R. Kraybill, state chemist, Lafayette, Ind. Secretary Arthur W. Clark, Geneva, N. Y., gave his report, after which President Ross made his annual address. C. W. Carrick, Purdue University, Lafayette, Ind., spoke on "Nutritional Factors Required by Poultry," and H. A. Halvorson, state chemist, St. Paul, Minn., spoke on "Weed Seeds in Feeds."

The night of the first day there was a theater party, through the courtesy of L. F. Brown, secretary of the American Feed Manufacturers Association.

On the second day E. S. Savage, Ithaca, N. Y., addressed the meeting on "The College Feed Conference Board, Its Work and Aims." W. E. Suits, vice-president of the Quaker Oats Company, Chicago, Ill., and president of the American Feed Manufacturers Association, then spoke. His subject was "Some Phases of the Mixed Feed Business." He said, in part:

### ADDRESS BY W. E. SUITS

Since I spoke to you here a year ago there has been added to our population nearly 1,500,000 people. On the average each one of us consumes annually about 4½ bushels of wheat, 200 eggs, six chickens, 154 pounds meat, and lard equal to one small sized pig and every five of us consume the produce of an average dairy cow. Our consumption of wheat and meat is slowly declining and of dairy and poultry products is steadily increasing. This is accompanied by the fact that our meat production is increasing even if we eliminate the years influenced by the war. The national acreage available for grain crops can be expanded by reducing that devoted to cotton, hay and pasturage or by expensive drainage and irrigation projects. It is not to be expected that much cotton acreage will be devoted to grain for climatic reasons. A reduction of hay pasturage area if it can be accomplished would result in greater grain consumption. These grain crops can doubtless be improved by the use of additional fertilizer, which will be effective to a certain point only and at an additional expense.

There is apparently no chance to eliminate the corn borer from our calculation. It is going to make corn raising more laborious, more uncertain and more expensive. Doubtless it will result in abandoning some corn acreage to less valuable feed crops as has occurred in Canada for the same reason. So it would seem that we have reached the point where in proportion to requirements, feed grains will be scarcer or higher; *the day of wasteful feeding must come to an end* and no available feed values can be thrown away. Extravagant whole grain feeding will be abandoned. For grinding feeds, muscular energy supplied by grain calories will be increasingly supplied by energy derived from the calories of coal or the thermal units of water power. Squandering proteins or starches because of a deficiency of minerals, vitamins or other essential elements in the ration must decrease. The need for proper balance in feeding is here already.

My friend, John M. Evvard, the chief steward for the Iowa pig population, has a rubber stamp which reads, "Corn and tankage and supplements," which he prints on every inquiry regarding what is best feed for hogs. Probably John is right, at any rate many college experts and thousands of pig farmers believe so. But as this practice expands to its natural conclusion, where are you going to get enough tankage? During the two days and nights continuous discussion here two years ago regarding the 3½ per cent fibre in the standard for white shorts, I was somewhat amused by my reflections as to whether or not the little pigs of Missouri would not rather make it 4 or even 4½ per cent fibre and get a few more shorts.

I might carry these illustrations further for your edification but this is surely enough to show that the more exacting your regulations the more you lessen supplies of products or by-products which already show a natural limitation.

Now, if 48 animal husbandry experts and a similar number of poultry feeding authorities in 48 state agricultural colleges, not counting Porto Rico, Alaska and the Philippines, together with their thousands of satellites in farm papers, extension work, etc., continue their almost invariable rule of requiring liberal percentages of these few standard by-products in each of their recommended rations, their straight and narrow path will be barbed with a large supply of interrogation points. Now what is the answer? I am sorry if you compel me to reply—it is so obvious. The commercial mixed feed was invented just to meet such a situation. Drawing its inspiration and information from the best of authorities past and present, assisted by its own research departments and farms, the industry is producing formulas using wide assortments of ingredients which reduce the needs of some of these justifiably prominent factors. And they give results satisfactory and in many cases outstanding. And the costs are reasonable compared with these results. The need for these commercial mixed feeds is imperative and their production is like the flowing tide. Paraphrasing the words of J. M. Barrie, I say, "You cannot stem the course of progress and dam the flowing tide."

Whether you like commercial mixed feeds or not,

whether you care to recommend them or not, remember that where people are feeding them they are economizing on some of the products which you do want. Without the millions of tons of these feeds annually there would be an enormous deficit of these so called standard feeds, these justly popular feeds.

### Co-operative Feed Buying

For a number of years a good many of the agricultural colleges and extension workers did not seem to favor commercial mixed feeds but took the position that it was more economical for the farmers to mix their own feeds. A large co-operative feed marketing organization in a northern state was organized about 1918 with the idea of saving for the farmers of that state what they felt were extortionate retail profits on the standard feeds. The program was not very successful because the margins of profit proved to be surprisingly slender.

Thereupon this co-operative organization discovered the wonderful advantages of ready mixed balanced rations and, strange as it may seem, the agricultural college of the state, extension workers and others also simultaneously saw the clear light. The co-operative equipped itself to save the farmers the back-breaking labor and expense of mixing haphazard mixtures of ingredients of most uncertain quality. These feeds, for all kinds of farm animals, were to be made on rigid recipes, known by the euphonious title of "open formulas," printed on the tag and supplied by high college authorities on animal nutrition.

Unfortunately, this did not work with success as complete as expected, because the markets for the ingredients would perversely fluctuate with more or less disregard of the wishes and expectations of the authors of the formulas. This deplorable development led to another discovery entitled the "flexible formula," a self-descriptive term which might be



W. E. SUITS

aptly termed the "wide open formula." Two or three factories have been equipped to manufacture these feeds and, with the aid of some of the tax paid farm advisers, quite a little of these feeds has been distributed during the past few years.

You men are thoroughly familiar with the discussions which have occurred in past years before this body and before legislative and congressional committees and know that it is practically the unanimous view of agricultural chemists and microscopists that a quantitative analysis cannot be determined with any reasonable certainty regarding a finely ground grain mixture. But, of course, all farmers in the country do not know that, and many of them can readily have their confidence betrayed in such matters.

### The Retail Feed Dealers

Many thousands of retail feed stores are in existence throughout the country. A large percentage of either the present dealers or their fathers, were ex-farmers who knew and met the needs of their localities. By establishing small depots where their neighbors could get grain and feed when needed, they thereby assisted greatly in developing the neighboring business of livestock, dairy, and poultry farming. Some of them by careful attention to business became fairly prosperous, but they only prospered as their customers prospered. It is safe to say that in all cases their self-interest was best served when their customers secured feeds at moderate prices and with good production qualities. As a rule, these feed dealers rarely accumulated more than a modest showing for their life's labor and investment. Usually their old neighbors who stuck to farming prospered more than they did.

But about 10 years ago a small cloud, "no larger than a man's hand," appeared in the sky bearing the name of co-operative buying. It expanded and it overshadowed some of the states, and old customers who had been the dealer's life-long friends were led to believe that poor old Smith, the feed man, was a robber after he had trusted these neighbors for months and years for supplies of feeds to be paid for when, if and as the farmers could raise the "dough," that the only true friend the farmers had was the fellow who came around and offered to assemble orders for a carload of feed and ship it in to these farmers for cash at the car door.

Unfortunately, this has gone on in some sections

for several years with the result that many of the retail feed dealers have lost a great deal of their capital and volume of business. The well-to-do farmers are taking advantage of this car door delivery opportunity and the less well-to-do farmers still depend upon the dealer. With the shrinkage of his volume in business the dealer's expenses per ton have increased and the last mentioned class of farmers are compelled to pay higher prices for their feeds than they would be doing under normal conditions.

I will say right here that any economic movement which drives the retail feed dealer out of business, or which weakens him financially so that he cannot keep a well-rounded stock of feeds and trust it out to the surrounding farmers from month to month, is going to seriously hurt that district. The principle applies to other retail businesses. These started from small beginnings, taking the place of countryside peddlers who took the farmer's produce and supplied him with tinware, muslin, and shoe pegs, which, in the primitive days, he used for "home mixing." The growth of factory production drew many of these farmers to the towns, where they entered factories and merchandising business, creating a town market for farmer's produce, which he could sell for money. This resulted in trading centers throughout the country, with credit as a corollary. The feed store developed exactly the same way as the result of a demand for feeds in both large and small quantities. It frequently was worked with the grist mill, when the farmer brought in his grain and had it ground. The demand became greater than the home supplies of grain; consequently, grain and feeds were bought by the dealers and sold for money to the farmers. In time the advantages of well-balanced rations became apparent. Later manufacturing institutions developed in the sections where the supplies were most cheaply obtained or assembled. Mass production either improved quality or reduced cost or both. Naturally the feed dealers took on the distribution of these feeds when their values were proven.

The well equipped manufacturing organizations will continue to have advantages, due to large production with cheap power, well organized and scientific stuffs, knowledge of nutritional values in advance of the average feed dealer or farmer, and ability to buy and store in periods of greatest supply. They will, therefore, be able to offer the farmer more value than can be done if we revert to the old grist mill, home-spun policies of our grandfathers, as typified by the feed store batch mixer.

The most outstanding feature of the present day is the application of cheap mechanical power in factory production of things which were made by man power a few generations ago. That is why the multitude who could own nothing better than a blind mule 50 years ago is replaced by descendants who operate \$1,000 automobiles to-day and have other conveniences in the same proportion.

The feed dealer was developed by necessity and as a business proportion he is not going to quit—he will not be eliminated—he cannot be spared.

E. P. Clark, specialist, Bureau of Chemistry, Washington, D. C., spoke on "Studies on Gossypol." Committee reports were received from the Joint Committee on Uniform Labels and Registration and the Joint Committee on Mineral Mixture Feeds, after which the meeting adjourned for lunch. During the afternoon other reports were received and unfinished business given attention.

## INDIANA DEALERS WILL MEET IN JANUARY

At the Board of Trade, in Indianapolis, Ind., the Indiana Grain Dealers Association will hold its annual meeting next month. It will be a two-day session, commencing at 1:30 in the afternoon on January 12. Secretary Charles B. Riley writes that a splendid program is being prepared, and that the evening of the first day will be under the jurisdiction of the grain dealers of Indianapolis, "who know how and will put on an entertainment which no one will want to miss. A dinner will be served, the details regarding which have not yet been fully worked out." It is expected that there will be a large turn-out and Mr. Riley is urging all members who can do so to arrange to participate in the deliberations of the association.

## NEW ENGLAND RETAIL GRAIN DEALERS FORM AN ASSOCIATION

By L. C. BREED

The call sent out to New England retail grain dealers to meet in Boston for the purpose of organizing a New England Association, met with a good response, as upwards of 100 dealers assembled at Hotel Statler, Wednesday, December 7. As they came from each of the six states, it constituted a representation of New England's retail grain business. During the session, letters were received from several dealers that for one reason or another, were prevented from being present. Throughout the proceedings it was noted that a spirit of co-operation and harmony prevailed and the measures that were presented received, after a friendly discussion in open meeting, the unanimous support of those who were present.

The two business sessions were conducted by William N. Howard of Ware, Mass., acting as chairman, assisted by Lynne P. Townsend, acting as secretary, who were members of the Organization Committee.

Chairman Howard, after calling the morning session to order, spoke briefly in the way of extending a welcome to the visiting grain men. Proceeding, he gave an outline of the purpose of the meeting and the history of the movement to form a New England Retail Grain Dealers Association. In closing, he referred briefly to the financial requirements that needed to be provided in order that the



new organization might be able to carry out its plan.

The next speaker was L. F. Brown of Chicago, secretary of the American Feed Manufacturers Association. His subject was "The Need of the Association." A part of the time allotted to him was given to an account of an all-day meeting that was held at Chicago by the National Creamery Association. He called attention to its importance, and the fact that it was attended by representatives of many allied organizations of national activity, together with several of sectional scope. The main object of the conference was to consider and act upon the improper attitude of many state legislatures regarding furnishing financial aid to agricultural organizations. The contention that was presented arose from the conviction that no one industry should be singled out to receive state aid. Mr. Brown stated that his speaking of this meeting was to give an object lesson in co-operation on a large scale.

Lynne P. Townsend, secretary *pro tem*, gave an account of his work for the past six months in the line of promoting the proposed organization under the direction of the Organization Committee. It was, he said, a campaign of education, and of seeking to enlist the interest of the trade. To carry this plan out, he worked in each state and presented at local meetings the purpose of the new organization.

Following Mr. Townsend's talk, a general discussion was, at the suggestion of the chairman, brought about, in which several of those present participated.

The chairman next named as Committee on Nominations, W. E. Benjamin of Massachusetts, C. F. Davis of Vermont, Donald White of Maine; F. B. Glover of Connecticut and Robert M. Gordon of Rhode Island. Committee on Constitution and By-Laws: A. W. Braisted of Vermont, J. A. Sturges of Massachusetts, Revere Kent of Rhode Island, H. G. Manchester of Connecticut, Lawrence D. Haley of New Hampshire.

The meeting then was adjourned.

The afternoon session was called to order by Chairman Howard and a round table discussion occupied the attention of those present for considerable time. Following this, under the head of "How Can I Meet Car-Door Competition", was the subject on which several grain men spoke, some of whom drew from their own experience in making their talks. Some amusing incidents were narrated.

As the result of the vote of those present, the New England Retail Grain Dealers Association was formed, and the proceedings incident to organization, were inaugurated, the first step being the election of officers. The president chosen was William N. Howard of Waver, Mass.; vice-president, A. W. Braisted of Bennington, Vt.; treasurer H. W. Kent of E. Providence, R. I.; directors: Maine, A. W. Gilman of Dover-Foxcroft; New Hampshire, Freeman Corson, Lebanon; A. H. Hill, Rochester; Vermont, G. H. Stearns, Johnson; A. W. Norton, Verzeny; Massachusetts, Geo. W. Gilman, Wrentham, W. E. Benjamin, South Deerfield; Connecticut, F. B. Glover, Stafford, H. G. Manchester, Winsted; Rhode Island, Walter Owen, Providence, Harold Campbell, Phoenix. Directors at large, J. A. Sturges, Easthampton, Mass., Dan Johnson, Essex Junction.

The constitution and by-laws were next taken up and discussed. The name of the association was adopted, its object described, membership defined, and dues fixed at \$10 per year. The duties of the officers outlined and the regulations for voting and changes in the by-laws stated.

By a unanimous vote of the members, Boston was chosen as the place at which the annual meeting is to be held.

The banquet was held in the evening. The principal feature following the banquet was an address by Honorable John Thomas of Gloucester, Mass., humorist, and a musical entertainment.

## FARMER GRAIN DEALERS MEET

The fifteenth annual convention of the National Farmers Grain Dealers Association was held at the Great Northern Hotel, Chicago, Ill., November 8 and 9. This organization consists of the presidents and secretaries of the affiliated state associations, and all were present at this meeting except President Bennett of Ohio. President A. L. Berg presided and following his introductory remarks, J. W. Shorthill, secretary-treasurer made his report. He suggested the need for a claim department. He also discussed freight rates and the present national administration, speaking adversely of Secretary of Agriculture Jardine and his policies.

Resolutions were passed in which early development was urged of the contemplated waterway through the continent from the Gulf to the St. Lawrence; recommendations was made of the appointment from the Middle West of a man to fill the vacancy in the Interstate Commerce Commission and J. W. Shorthill was recommended; an amendment to existing Federal laws to provide for Fed-

eral inspection and grading of grain and livestock insofar as is possible to supply it was recommended; the efforts of the state organizations in establishing collective buying agencies were commended; it was also recommended that President Coolidge act in raising the tariff to the limit on corn imported into the United States; research work by the Government was endorsed; and the association expressed disapproval of the suspension of freight tariffs of the N. & W., C. & O. and L. & N. Railroads, reducing freight charges on lake cargo movements on coal 20 cents per ton.

M. P. Hill, of Francisville, Ind., was elected president, to succeed A. L. Berg.

## NEBRASKA FARMER DEALERS MEET

On November 15, 16 and 17 the Farmers Managers Association of Nebraska met at Grand Island, Neb. At the same time the Nebraska Farmers Elevator Association met.

Mr. Crandall was re-elected president of the managers association and W. M. Olds of Dorchester, vice-president. E. P. Hubbard of Juniata and C. A. Moore of Fairmont, were re-elected members of the Board of Directors. The by-laws were amended to read that the managers' annual meeting be held during the annual meeting of the Farmers Elevator Association.

Over 400 registered, and included in this number, were 104 managers of farmers' elevators. The managers voted to hold a two-day session in Omaha next June.

Resolutions were passed endorsing the work of Iowa and Illinois in taking the initiative in establishing a marketing association with headquarters in Chicago as the Rural Grain Company; supporting the waterway program; endorsing collective buying for farmers' elevators; and praising Secretary Shorthill's work for the association.

## CONVENTION CALENDAR

January 12.—Two-day annual meeting of the Indiana Grain Dealers Association, at the Board of Trade, Indianapolis, Ind.

January 16-17.—Winter meeting of the Farm Seed Association of North America, place not yet determined.

January 24-25.—Annual convention of the Farmers Grain Dealers Association of Iowa, at Fort Dodge, Iowa.

February 8-10.—Silver Jubilee convention of the Farmers Grain Dealers Association of Illinois, at the St. Nicholas Hotel, Springfield, Ill.

February 21-23.—Twenty-first annual convention of the Farmers Elevator Association of Minnesota, at the West Hotel, Minneapolis, Minn.

February 22-23.—Mid-winter meeting of the Eastern Federation of Feed Merchants, at the Arlington Hotel, Binghamton, N. Y.

February 23-24.—Annual meeting of the Farmers Elevator Association of Indiana, at Logansport, Ind.

February 28-29.—Annual meeting of the Farmers Grain Dealers Association of North Dakota, Grand Pacific Hotel, Bismarck, N. D.

May 29-30.—Pacific States Seedsmens Association's annual convention, at Portland, Ore.

September 24-26.—Thirty-second annual convention of the Grain Dealers National Association, at the new Hotel Statler, Boston, Mass.

## IOWA DEALERS HOLD DISTRICT MEETING

A district meeting of Iowa grain dealers was held at Washington, Iowa, November 17, and O. A. Talbott of Keokuk was elected chairman for the evening unanimously. Dave Milligan, secretary of the state association, was unable to attend and Phil Brooks of the Western Grain Dealers Mutual Fire Insurance Company attended as substitute. The success of the meeting was largely due to the wonderful co-operation and efforts that were put forth by H. A. Baxter & Son of Washington. They also furnished smokes for the evening.

The meeting was attended by 35 grain dealers and some interesting discussions took place, among the topics of which were the following: The effect that the changing of the corn grading would have on the grain trade; the borrowing of money from banks on a demand note; the cost of operating the country stations; the county agents selling lines in competition with the grain dealers.

The motion was made, seconded and carried unanimously to leave the corn grades as they are now after several arguments had taken place. Another motion was carried to elect a committee of three to adopt a resolution to submit to the state Department of Agriculture to do away with the county agent selling commodities in competition to the grain trade. The committee elected was as follows: H. A. Baxter, Washington, Iowa; G. W.

Weber, Columbus Junction, Iowa; and Ray Baxter, Burlington, Iowa.

After deciding upon Columbus Junction as the next meeting place for sometime in January, the meeting was adjourned.

## TRANSPORTATION

### NEW RULES FOR OCEAN HAY

The Canadian Board of Railway Commissioners has ordered that rules applying to general export traffic be applied to hay used in feeding cattle on ocean vessels. The chief traffic officer of the rail board reporting on the application of a Montreal firm that a ruling that hay shipped to Dominion ports for feeding cattle on board vessels should receive the same privileges as export hay, said: "While I do not feel that this hay should, in the ordinary sense, be considered as export traffic . . . I feel it should be accorded the same car demurrage regulations as provided for export traffic."

### FINAL VERDICT ON RAIL REBATE

The United States Supreme Court, after consideration of the case of Spencer Kellogg & Sons, Inc., versus the Government, has denied the firm's application for a writ of *certiorari* to be addressed to the Circuit Court of Appeals, Second Circuit. The effect of the denial is to uphold lower courts in their decisions that money payment to shippers by Spencer Kellogg & Sons, to influence the routing of grain through Spencer elevator, was a concession outside of the tariff and therefore illegal.

The payment was made out of money railroads paid to the elevator company for taking grain from lake to car at Buffalo, N. Y. The railroads objected to the payments, claiming they constituted violations of the Federal anti-rebate statute.

### DEMURRAGE CHARGE REFUNDED

Division No. 3 of the Interstate Commerce Commission, has found that demurrage charges collected by the Lehigh Valley Railroad on 11 carloads of hay at Townley, N. J., six years ago, should not have been assessed. Reparation of \$1,123, plus interest from November 18, 1921, has been ordered.

The Commission declared the railroad failed to comply with the rule requiring telegraphic notice of refusal of shipments within the time specified in the rules. The carrier contended that the notice by wire was unnecessary because the hay shipper knew the facts, but the commissioners found no evidence to prove that giving notice in accordance with the provision of the railroad's demurrage tariff, would have been useless as claimed.

### FREE STORAGE PERIOD CUT

The new tariffs on grain elevation made effective December 1 by the Montreal Harbor Commissioners, are as follows: Ex-steamer or barge, elevating into storage and weighing (payable by lake vessels), 4/10 of a cent per bushel; delivery at same rate. Storage in elevators and insurance up to 10 days are free. The free storage period formerly was 20 days.

On export grain, the charge for elevation from cars to storage and weighing is 6/10 of a cent per bushel. Delivery to ocean steamships or cars is at the rate of 4/10 of a cent per bushel, while a 10-day holding and insurance are allowed gratis. The above charges for grain reception and discharge represent an advance of 1/10 of a cent on each service.

Cleaning is charged for at the rate of one cent per bushel, turning at 4/10 of a cent, and shoveling at \$2.25 per 1,000 bushels.

### NEW YEAR'S RATES PROTESTED

Jones' Tariff, covering class rates between C.F.A. and S.F.A. territories, is now in published form and will become effective January 15, 1923. This tariff provides for seventh class rates on hay, straw and shucks to southern classification territory. Eastern trunk line territory will be affected the same as from Central Freight Association territory. If through seventh class rates are allowed to stand, it will mean at least a 40 per cent increase of the present freight rates.

Immediately upon learning that the new tariff provided for class rates, the National Hay Association at once wired Secretary McGinty of the Interstate Commerce Commission, Washington, D. C., protesting. This association has also already taken steps to ask for the cancellation of this part of the new tariff. The National Hay Association, during the past several months, has appeared in protest before the Southern Classification Committee upon its proposal and endeavor to change hay and straw from tenth class to sixth class rating. A recent inquiry to the committee indicates no definite action on their part has been taken. The carriers have, therefore, arbitrarily and without the slightest knowledge of anyone, placed hay, straw and shucks in seventh class.





# ELEVATOR AND GRAIN NEWS

**EASTERN**

A new grain plant is to be built at Lewiston, Maine, for the J. B. Ham Company, replacing the burned structure.

The property of the St. Clair Grain Elevator Company at St. Clair, Pa., is to be enlarged by an addition which will be used for an office.

A Wolf-Dawson Wheat Washer for de-smutting wheat has been installed in the Export Elevator No. 3 of the Pennsylvania Railroad Company at Canton, Baltimore, Md.

To conduct a wholesale and retail grain, hay, etc., William H. Champlain, Inc., has been incorporated at Medford, Mass. Its capital stock is \$100,000. William H. Champlain is president and treasurer.

Capitalized at \$25,000, the Mayflower Grain Products Corporation of Waltham, Mass., has been incorporated to deal in and manufacture grain products, including flour and feed. Daniel Tannen of Brookline is president.

The new Port Richmond Grain Terminal of the Reading Company at Philadelphia, Pa., is being equipped with Hess Driers. These are being placed in two separate buildings, and have a combined capacity of from 90,000 to 140,000 bushels daily.

**THE DAKOTAS**

The new elevator of J. C. Miller at Cuba, N. D., has been completed. It has capacity of 77,000 bushels.

The George Boop Elevator at Clark, S. D., has been bought by T. H. Holland who will operate it under his own name.

A five-horsepower motor, drive, etc., have been installed at the elevator of the Farmers Co-operative Grain Company at Dempster, S. D.

The elevator of the Fruen Grain Company of Oldham, S. D., has been sold to the Van Duzen Elevator Company. They are now repairing the elevator.

Capitalized at \$25,000, the Farmers Elevator Company has been incorporated at Baltic, S. D. S. T. Kirkeby and Iver Jacobson are interested in the company.

The old concrete coal elevator of the Equity Elevator & Trading Company at Sheyenne, N. D., has been remodeled into a modern fireproof grain storage building.

The Atlas Elevator Company's elevator at Raymond, S. D., has been improved and equipped with new motor drives and a number of improvements. A head drive and a 7½-horsepower motor have been installed on the leg and a two-horsepower motor on the compressor.

The property of the Farmers Union Elevator Company at Irene, S. D., has been sold to the Farmers Co-operative Elevator Company. A warehouse adjoining the elevator has been sold to the Farmers Union Produce Company which will utilize it for storage of flour and other products.

**IOWA**

The elevator of the Baxter Grain & Coal Company of Baxter, Iowa, which burned is to be rebuilt.

Electric motor replaces the gasoline engine in the plant of the Kunz Grain Company of Luverne, Iowa.

Mark Case of Melvin, Iowa, has been employed as manager of the Farmers Elevator at Manson, Iowa.

A new building to be used for storage has been built at Ackley, Iowa, for the Farmers Elevator Company.

A 10-ton Fairbanks Truck Scale has been installed at Hobarton (Algona p. o.), Iowa, by the Farmers Elevator Company.

The Independent Grain & Lumber Company of Cartersville, Iowa, has sold its business and plant to the Cartersville Supply Company.

The elevator of the Farmers Elevator Company of Goldfield, Iowa, has been equipped with a new driveway and also a new grain cleaner.

E. L. Patterson is now with the North Iowa Grain Company at Mason City, Iowa. He was formerly with the Mulholland Grain Company at Fort Dodge.

John Grieve is now manager of the elevator of the Spencer Grain Company at Webb, Iowa. He

succeeds E. A. Howe. Mr. Howe and S. D. Hovinga bought the South Elevator at Webb which had been operated for two years by Albert Nielson.

The Farmers Union Elevator at Mt. Ayr, Iowa, is to be electrically equipped as soon as the utilities company installs a transformer near the grain elevator.

The Farmers Grain & Seed Company of Lamoni, Iowa, has employed A. E. Marion of Ceylon, Minn., as manager of its general store, elevator and coal business.

The Brandon, Iowa, elevator of George Munson has been bought by J. W. and Ed. Conroy of Lourdes. Possession was given the new owners immediately.

W. W. Wheeler has sold his elevator at Joice, Iowa, to E. H. Emhke & Son, formerly of Pioneer and late of Ft. Dodge. Mr. Emhke has been in the grain business for 25 years.

The elevator of the Nye & Jenks Company at Salix, Iowa, has been taken over by the Salix Grain & Coal Company. Walter Beak will continue as manager for the new company.

The contract for the new 1,000,000-bushel addition to the Chicago & North Western Elevator at Council Bluffs, Iowa, has been let to the Barnett-Record Company of Minneapolis.

Extensive repairs have been made to the Farmers Elevator at Marble Rock, Iowa. A new grain dump is being put in, new foundation under part of the building and other needed repairs made.

The elevator at Cascade, Iowa, has been leased by George A. Wassenaar formerly with the Scott-Logan Milling Company of Sheldon. Mr. Wassenaar is making extensive improvements and adding an attrition mill unit.

**ILLINOIS**

Zeller & Son of Genoa, Ill., have installed a new truck scale.

B. C. Beach & Co., have sold their elevators at Champaign and Rising, Ill.

The elevator of Alva Murphy at Thomasville, Ill., which burned, is to be rebuilt.

An addition has been built to the elevator of the Secor Elevator Company of Secor, Ill.

A new corn sheller has been installed in the grain elevator of the Munson Bros. located at Windsor, Ill.

C. E. Lamprecht has bought the elevator, building and stocks at Eden, Ill., and has commenced business in it.

A new engine has been installed and other repairs made to the elevator of the Farmers Elevator Company of Natrona, Ill.

The elevator of the Lewis & Hayes Grain Company at Haynes Siding, Illiopolis, Ill., is now operated by A. W. Maxwell.

John Curtis is succeeded by Henry Zimmer as manager of the Farmers Co-operative Elevator Company at Woodland, Ill.

A. V. Leach is now manager of the Moweaqua Grain Company of Moweaqua, Ill. He was formerly with the Evans Elevator Company.

Additions are being made to the building of the Farmers Elevator Company of Okawville, Ill., which will increase its grain storage room.

New scales have been installed at the Farmers Grain Company of Elwood, Ill., replacing the old scales which were not heavy enough.

The property of J. C. Alexander of Rankin, Ill., is now in the hands of the Rankin Grain Company under the management of C. A. Burks.

A machine for treating seed wheat for smut has been installed for the Woodson Farmers Elevator Company of Woodson, Ill. Hugh Hagen is manager.

The office of the New Lenox Grain Company at Spencer (New Lenox p. o.), Ill., has been remodeled and equipped with Fairbanks Truck Scales.

Lewis Fosha is now manager of the Farmers Grain Elevator at German Valley, Ill., succeeding Remmer Harbers whose resignation takes effect January 1.

The Paul Kuhn Elevator at Toledo, Ill., has been bought by H. B. O'Hair of Paris. The Paul Kuhn

Elevator at Long View, Ill., has been taken over by J. C. Deer who is operating both elevators there.

John William Brinkeroff has bought the property of the Peerless Mill & Elevator Company of Springfield, Ill. The company has been adjudged bankrupt.

Permission has been granted the Chicago Elevator Properties, Inc., Chicago, Ill., by the Illinois Commerce Commission, to conduct two grain warehouses in Chicago.

The South Elevator at Manteno, Ill., formerly owned by the West Bros., has been sold to the Farmers Union by the Farmers Elevator Company. H. F. Addems will be manager.

A new 10-ton Fairbanks Morse Scale, new corn crusher, scalping reel, and two-ton mixer have been installed by the Washington Co-operative Farmers Grain Company of Washington, Ill.

The Wabash Elevator at Chicago, Ill., recently leased by Bartlett Frazier Company, is being equipped with a 1,000-bushel Hess Drier. The elevator is owned by the Wabash Railway Company.

**SOUTHERN AND SOUTHWESTERN**

A cleaning device has been installed by the Scott Bros. at Perryton, Texas.

The James Grain Company of Shattuck, Okla., has installed a dust collecting system.

The property of the Belt Mill & Grain Company of Oklahoma City, Okla., is to be repaired.

A building is to be constructed at Coleman, Texas, for the J. L. Strother Grain Company.

The elevator and grain business of George Probst at Beaver, Okla., have been bought by R. F. Wells.

The holdings of the Davis Bros., at Knowles, Okla., have been bought by the Burns Grain Company.

T. C. Coleman has bought the interest of the late Jack Coleman in the Cogan Grain & Coal Company at Harrodsburg, Ky.

William M. Eckroat is building a new elevator and custom mill at Oklahoma City, Okla. He was formerly at Spencer, Okla.

The elevator of the defunct Farmers Co-operative Association at Bixby, Okla., has been bought by G. A. Brown of Broken Arrow.

A grain cleaner and renovator working on the head of the leg, has been installed by the Barnett Grain Company of Miami, Texas.

Henry Bird has closed out his grain business at Enid, Okla., and will move to Lincoln, Neb., where he will engage in the grain business.

The grain and feed business of W. T. Hudson at Crossville, Tenn., has been sold to W. T. Hale and T. S. Randolph who are to take charge.

The elevator at Ringwood, Okla., formerly operated by the Farmers Elevator Company has been repaired with new dumps and other improvements.

A two-story storage warehouse with capacity for 40,000 bushels is to be built for the Haydon Mill & Grain Company of Springfield, Ky., at Lebanon, Ky.

The interests of Arthur Alsup and Fitz Lewis in the Industrial Grain Company at Madill, Okla., have been dissolved. Mr. Lewis will continue the business.

Business has been discontinued by the Jackson Grain Company of Oklahoma City, Okla., and the offices in the Grain Exchange Building have been closed.

The Nashville Warehouse & Elevator Corporation, Nashville, Tenn., has installed a Hess Drier of 750 bushels' capacity per hour in a fine concrete building.

A charter has been granted the Texas Coarse Grain Marketing Association at Amarillo, Texas. C. W. E. Gergner, K. W. B. Vencil and J. D. Christian are interested.

The elevator of the Moon-Bennett Grain Company at Nashville, Tenn., has been bought by S. S. Kerr. Mr. Kerr owned the plant before it was sold to the Moon-Bennett company.

The headhouse of the Gillette Grain Company of Nashville, Tenn., which burned is to be rebuilt. The contract for the preparation of plans and specifications for the new head house, along with additional storage, was awarded recently. The headhouse will have two hopper scales, of 2,500 bushels' capacity



and include two or possibly three legs. The new grain storage of about 200,000 bushels will give the company a total of 500,000 bushels' capacity.

The Oklahoma Terminal Elevator Company, Inc., Oklahoma, City, Okla., has been incorporated. Frank S. Gresbam, F. G. Olson and F. G. Thomas are interested. The capital stock is \$150,000.

The Planters Mill & Elevator Company has been incorporated to operate at Durant, Okla. G. N. McElreath, J. C. Collier and O. Reeves are interested in the company which is capitalized at \$10,000.

The Perry Burrus Elevator at Dallas, Texas, is to be enlarged. It has a capacity now of 500,000 bushels and with the proposed addition will accommodate 750,000 bushels. The elevator is operated by the J. C. Crouch Grain Company which does a large public storage business as well as general wholesale grain business specializing in wheat. The work will not be started until the new year.

## WESTERN

A 4,000-bushel elevator is being built at Benchland, Mont., by Mike Harney.

The Port Orchard, Wash., plant of England & Petersen has been enlarged for handling grain and feed.

The driveway has been extended at the Denver Elevator at Yuma, Colo., of which R. R. Archer is agent.

The capacity of the elevator of the W. C. Harris Grain Company at Fleming, Colo., is being increased.

A new 20,000-bushel elevator has been completed at Vilas, Colo., for the Collingwood Grain Company of Hutchinson.

Extensive remodeling and alterations have been completed at Pasco, Wash., for the Western Grain & Seed Company.

The coal shed capacity of the Farmers Union Equity Exchange of Wray, Colo., is to be increased. Geo. Maag is manager.

The elevator of the Lefang Grain Company, Ovid, Colo., has been sold to E. E. Weibel. He formerly operated it under lease.

R. H. Howard succeeds W. B. Hartley as manager of the Farmers Co-operative Elevator Company of Steamboat Springs, Colo.

H. C. Jung is no longer a partner in the San Martin Grain Company of San Jose, Calif. The business is being continued by Mr. Martin.

The Export Elevator of the Port of Astoria, Ore., has been equipped with a large Hess Drier. Kerr Gifford & Co. of Portland are now operating the elevator.

The old Denio Elevator at Laurel, Mont., has been reopened for business by the Walsh Grain Company. W. E. Eltzroth will be in charge for the Boseman company.

The Mount Vernon Warehouse Company has been incorporated at Mount Vernon, Wash., capitalized at \$15,000. The company will deal in grain and potatoes. E. P. Nelson is president and Glenn Davis secretary and treasurer.

The Boyd-Conlee Company of Spokane, Wash., has installed a Hess Drier in its Spokane terminal elevator. E. A. Boyd, president of the company, was one of the first to see the need for driers to handle the grain crop this year in the Northwest.

The Commission of Public Docks of Portland, Ore., has decided upon the erection of a 1,000,000-bushel elevator, providing the outlay will not be too great. The capacity of bins in the present annex is 755,100 bushels and in the operating house is space for 298,700 bushels more, all for bulk wheat.

## OHIO AND MICHIGAN

The elevator of Burtless & Henzie at Manchester, Mich., has been equipped with new machinery.

George Venner has bought the former property of the Orr Bean & Grain Company at Midland, Mich.

The elevator of the Iosco Elevator Company at Whittemore, Mich., is to be motorized and a feed grinder installed.

The Farmers Exchange Grain Elevator Company of Buckland, Ohio, is installing an electric motor replacing the gasoline engine.

Lightning rods have been installed on the elevator of the Elida Farmers Equity Exchange Company at Elida, Ohio, together with two motors.

The Farmers Elevator Company's business at Creston, Ohio, has been bought by Paul Plank of Wooster, Ohio, who took possession on December 1.

The new elevator of the Cass City Grain Company, Inc., Pinconning, Mich., has been opened and beans, grains, seeds, flour, coal, etc., are being handled.

The grain, feed and coal business of H. D. Roberts & Co., at Three Oaks, Mich., the Galien Co-operative Farm Bureau Co-operative Exchange

and the feed grinding business of Clyde Swank at Three Oaks, Mich., have been bought by Lynn J. Pardee of Three Oaks. The three businesses will be merged into one large plant.

The Marion Grain & Supply Company of Marion, Ohio, has resumed business in its reconstructed elevator. Practically all of the rebuilding work has been completed.

Wm. Steffen & Sons at Greenville, Ohio, have bought the property of the Dawn Grain & Supply Company at Dawn, Ohio, owned and operated by C. H. Ferguson.

A tract of land at Washington, C. H., Ohio, has been bought by the Fayette Products Company upon which to build a grain elevator, warehouse and office building.

A terminal warehouse of 40,000 bushels' capacity has been built for the Garman Grain Company of Delphos, Ohio, equipped with a 500-bushel Randolph Direct Heat Drier.

Russell Kerr will be manager of the Farmers Co-operative Grain Company operating an elevator at Kinde, Mich. He has been with the Farmers Elevator & Produce Company for many years.

The B. H. Wess Grain & Coal Company of Cincinnati, Ohio, has remodeled its building to provide ample facilities with which the firm can accommodate its rapidly growing trade in building materials.

The elevator of the Hayner Distillery, Troy, Ohio, has been leased by G. A. Bennett, formerly in the flour milling business at Grafton, Ohio, where he has established the Bennett Milling Company. He has the privilege of buying the plant. It is being operated as the Pottage Tankage Company with offices at Dayton, Ohio.

## MINNESOTA AND WISCONSIN

A new elevator is being built at Glenbeulah, Wis., for Herman Froehlich.

A. A. Bergeron & Co. are building a 50,000-bushel grain elevator at Rice Lake, Wis.

E. J. Crane, elevator operator, is building a large elevator and warehouse at Cornell, Wis.

The Bruley Elevator Company of Eau Claire, Wis., is building an addition to its elevator.

The Farmers Elevator Company of Waupun, Wis., has been reorganized. Fred Zimmerman is now manager.

A new elevator is being built at Cosmos, Minn., a town on the new railroad extension west of Minneapolis, by C. A. Bunyan.

The Farmers Elevator Company of Montevideo, Minn., is enlarging its elevator by an addition to house a new feed mill and engine.

A permit has been taken out by the Interior Malt & Grain Company of Minneapolis, Minn., to build an \$18,000 addition to its malthouse.

E. H. Rudloff has resigned as manager of the Farmers Elevator at Manson, Iowa. He has bought the old Farmers Elevator at Steen, Minn.

The machine warehouse of the Raymond Farmers Elevator Company at Raymond, Minn., has been sold to Chris. H. Ahlfs who will install a feed mill for general feed grinding.

A. Martell and J. M. Noll have bought the A. LeFeber Elevator at West Allis, Wis. The elevator was built about 20 years ago and was a landmark of the old town of North Greenfield.

The old power house of the Twin City Trading Company, Minneapolis, Minn., has been rebuilt as a millstuffs storage house. The old power equipment has been bricked off and four bins built along this wall.

All the real estate, buildings, stock and equipment of the Wisconsin Grain Company of Sharon, Wis., have been sold to the newly organized Hoard Lumber Company of which F. E. Hord is president and treasurer. H. M. Thompson is vice-president and W. G. Church and D. E. Johnson are interested. The company is capitalized at \$75,000.

The Atlas Elevator at Milwaukee, Wis., is to be taken over by the Donahue-Stratton Company, grain operators, after it is constructed. It is owned by Bernhardt Stern & Sons, Inc. The plant burned about a year ago. The storage tanks were in fairly good condition but the workhouse was damaged considerably. The capacity is 500,000 bushels which will bring the total capacity of the Donahue-Stratton company to about 3,000,000 bushels.

## MISSOURI, KANSAS AND NEBRASKA

A warehouse is being built at Polo, Mo., for the Polo Elevator Company.

A grain buying station has been established at Hewins, Kan., for M. H. Taylor.

A new belt has been installed by the Pauline Grain Company of Pauline, Neb.

Robert Bailey is now manager of the Farmers Grain Company of Kinsley, Kan.

The Farmers Co-operative Mercantile Company of Scribner, Neb., has discarded five of its motors

and replaced them with new ones of the enclosed type.

The elevator of the Hebron Grain company of Gilead, Neb., is to be motorized.

The new Farmers Co-operative Elevator at Clearwater, Kan., has been completed.

A roller bearing corn sheller has been installed by C. A. Kalbfleisch at Clyde, Kan.

The Petersburg Elevator Company of Petersburg, Neb., has installed a truck lift.

The elevator of the Farmers Union Exchange at Tilden, Neb., has been sold for \$9,400.

The Farmers Exchange of Grant City, Mo., has bought out the Archer Grain Company.

The Brubaker Elevator at Holton, Kan., has been leased by Jerry Brack and O. G. Hamm.

The Elgin, Neb., elevator of the Nye & Jenks Company has been reopened for business.

A dust collecting system has been installed for the Farmers Elevator Company of Moscow, Kan.

The elevator of Earl James at Arcadia, Kan., has been improved and equipped with new machinery.

The Midwest Grain Company of Hutchinson, Kan., has built a 15,000-bushel elevator at Radium, Kan.

The Burns Elevator at Lyons, Neb., has been bought by the Holmquist Grain & Lumber Company.

The Farmers Co-operative Elevator Company of Emerald, Neb., has installed an automatic grain dump.

A farmers company is interested in the erection of a grain elevator at Virginia, Neb. It will cost \$10,000.

The Archer Grain Company's property at Stanberry, Mo., has been bought by the Farmers Exchange.

The Raymond Co-operative Grain Company of Raymond, Neb., has installed a new dumping apparatus.

A grain elevator at Armour, Neb., has been bought by Lloyd O. Ruyle of Blue Springs. He will operate it.

A 10-ton truck scale has been installed in the elevator of the Waco Farmers Grain Company of Waco, Neb.

The Malcolm (Neb.) Grain Company succeeds the F. S. Davey Grain Company. Leonard Davey is manager.

The Farmers Elevator Company of Edholm, Neb., has been equipped with a 10-ton Fairbanks Type S Truck Scale.

The elevators of the T. B. Hord Grain Company at Greeley, and Brayton, Neb., are to be reopened for business.

The Johnson Grain Company of Johnson, Kan., has installed a dust system which works off the head of the leg.

The Bartley Equity Exchange of Bartley, Neb., of which William Fritz is manager, has built a 3,000-bushel corn crib.

The plant of the Atlas Elevator Company at Plainview, Neb., has been bought by the Western Produce Company.

Electric motors are to be installed in the elevator of the Rankins Bros., at Holbrook, Neb. J. C. Cooper is the agent.

The Farmers Elevator at Elba, Neb., has been equipped with a Fairbanks 10-ton Type "S" Truck Scale and truck lift.

L. L. Swindell has leased the elevator of J. M. Grace & Co., Mascot, Neb. It is being operated under his own name.

The elevator of the Holmquist Grain Company at Homer, Neb., has been reopened under the direction of J. P. Graham.

E. A. Rhodes of Auburn has leased the elevator at Howe, Neb., owned by G. S. Wheeler and operated by W. T. Conner.

The elevator of the Farmers Elevator Company of Garrison, Neb., has been equipped with two new enclosed electric motors.

A new 15,000-bushel elevator is being built at Hickok (Ulysses p. o.), Kan., for George Gano and Jess Rixon of Hutchinson.

Henry Germer is erecting a new grain elevator and storage at Plymouth, Neb. The improvement is being built on his farm.

The Wetmore, Kan., elevator of W. M. Reekeway of Girard, has been sold to Mr. Hastings of Fredonia who will take charge.

The Farmers Elevator Company and C. E. Woolridge have bought the property of the Penalosa Elevator & Mercantile Company located at Penalosa, Kan.

The Brooklyn Street Elevator formerly operated by the Powell & O'Rourke Grain Company at St. Louis, Mo., has been bought by the Plant Flour Mills Company. It has a capacity of 430,000 bushels



and gives the mill a total storage of 750,000 bushels. The mill has a capacity per day of 3,500 barrels.

The interest of H. H. Boyd in the Elmwood Milling & Grain Company of Elmwood, Neb., has been sold by him. He will re-enter the milling business.

The elevator at Armour, Neb., has been bought from Potts & Small by Lloyd O. Ryle, formerly manager of the Farmers Elevator at Blue Springs, Neb.

The Blair Elevator Corporation of Atchison, Kan., has started its new elevator. The total grain storage is 400,000 bushels. C. H. Blanke is manager.

B. L. James, L. C. Hansen and August Lindahl, farmers of Tilden, Neb., bought the Farmers Union Exchange Elevator at Oakdale, Neb., at an auction.

A new elevator is to be built at Linn, Kan., in the spring by the stockholders of the Farmers Co-operative Elevator Company. H. H. Gausman is manager.

A warehouse is being built at Daykin, Neb., for the Farmers Elevator Company. It will house a stock of stock feeds, bran and shorts and other supplies.

An extensive plan of improvements has been completed by the Wamego Seed & Elevator Company of Wamego, Kan. The elevator and warehouse are ironclad.

A truck lift has been installed and electric motor installed in the elevator of the Farmers Co-operative Grain Association of Edison, Neb. J. A. French is manager.

A 7½-horsepower motor has been installed in the elevator of the Cambridge Grain Company, Cambridge, Neb., replacing the gasoline engine. W. A. Harding is manager.

The A. L. Elevator of the Quaker Oats Company at Robinson, Kan., has been bought by the Robinson Farmers Union Co-operative Association. John Brant will manage both.

A new grain elevator is under construction at Big Bow, Kan., for the Collingwood Grain Company. The company also plans on building a grain elevator at Johnson, Kan.

The elevator of the T. B. Hord Grain Company of Central City, Neb., at Brayton, Neb., has been reopened for business. It will not reopen its elevator at Greeley for the present.

The Burlington Elevator between Dunbar and Syracuse, Neb., has been bought from the Dunbar Grain Company by A. B. Wilson and William Duer has been put in charge of the business.

On December 13, 14 and 15, the Bartley Elevators at Wyoming, Nebraska City, Paul and Douglas, Neb., were offered for sale at public auction. The elevators at Brock and Julian will be sold later.

The elevator of the La Crosse Lumber & Grain Company of La Crosse, Kan., is being wrecked. It was built in 1887 and rebuilt in 1895. It is thought that the company will build another elevator in the spring.

All the property of the Lebanon (Kan.) Mill & Elevator Company, with the exception of the elevator at Bellair, Kan., has been bought by C. E. Jackson. The property is owned by C. M. Isom and O. H. Schenck.

The elevator of the Chetopa Mill & Grain Company, Chetopa, Kan., has been bought by the Anchor Grain Products Company. The new company will buy all kinds of grain and will soon have a complete line of feeds.

The new elevator of the Farmers Union Co-operative Company, Steele City, Neb., has been completed. It is of 12,000 bushels' capacity and is operated by a 7½-horsepower motor. The company's old elevator will be razed.

The grain elevator at Urbana, Kan., formerly conducted by Mr. Eaton has been bought by Roy Ewen who will continue it under the name of the Ewen Grain Company. He is building a corn crib and will buy and crib corn and shell it out of the crib into cars for shipment.

Improvements have been made to the corn elevator of the Slater Mill & Elevator Company of Slater, Mo. Additional bin space has been provided for 6,000 bushels corn and a new corn and mixed feed equipment together with corn cutter and chop grader has been installed.

The elevator of the Lincoln Elevator Company of Lincoln, Neb., has been replaced with an elevator of 20,000 bushels' capacity with receiving capacity of 1,200 bushels per hour. The power is supplied by three motors of 20, 15 and 5 horsepower. A 20-ton truck scale and a five-bushel automatic scale are included in the equipment. Glenn Allen is superintendent.

Joshua M. Chilton is now manager of the grain merchandising department of the Checker Board Elevator Company, a subsidiary of the Ralston Purina Company. He was manager of the wheat department of the Marshall Hall Grain Corpora-

tion of St. Louis. The Checkerboard Elevator Company operates two elevators in St. Louis, the A Elevator with capacity of 1,300,000 bushels and the B Elevator of 680,000 bushels.

#### INDIANA

A new elevator is to be built at Pence, Ind., replacing the one which burned.

The elevator at Akron, Ind., for years operated by the Harrold Bros., has been sold to Charles A. Hoover.

The Sullivan Grain Company of Sullivan, Ind., has built a new building in which drier machinery will be installed.

The elevator at Shirley, Ind., owned by Walter Ham has been bought by Charles C. Manlove, a coal dealer there.

A 12,000-gallon steel tank for unloading molasses is being installed for the Busenbark Grain Company of Jamestown, Ind.

The Nickel Plate Elevator of E. E. Weisner of Converse at Argos, Ind., has been leased by Kraus & Apfelbaum. H. Staley is manager.

The Henderson Elevator Company of Kentucky has been authorized to do business in Indiana with James F. Ensle of Evansville, Ind., as its agent in that state.

Leonard F. Cherry has bought a part interest in the grain elevator at Fountaintown, Ind. J. Harvey Snider and H. E. Kinney have been the owners with Sam Corkin in charge. Mr. Corkin is to be manager of the elevator at New Palestine.

Rich Reed of Rushville, Ill., has bought the grain elevator of the Hill Grain & Coal Company at Carthage, Ind. The coal business, including office and other buildings, excepting the grain elevator, of this company were bought by C. E. White & Son, hardware dealers.

Two elevators, one of 60,000 bushels' capacity and a 50,000-bushel corn elevator are being built for the Graham Farms, Graham's Switch (P. O. Washington), Ind. Both are to be completed by the first of December.

The elevator and business of the Richland Grain Company at Earl Park, Ind., which has been op-

erated for several years under a receivership has been bought by Harry A. Garrison. Mr. Garrison was formerly in the grain and coal business at Raub, but about a year ago his elevator burned. They will operate under the firm name of the Garrison Grain Company.

#### CANADA

The erection of the Terminal Elevator at Victoria, B. C. is progressing. The plant will have a capacity of 1,500,000 bushels.

The Harbor Board of New Westminster, B. C., has been authorized to issue \$700,000 in debentures for the purpose of building a terminal grain elevator there.

The Kamloops Flour and Grain Warehouse has been bought by Spillers, Ltd. A new elevator and larger warehouse will be built and operated as the Vancouver Milling & Grain Company.

The Vancouver Board of Harbor Commissioners, Vancouver, B. C., is considering plans for doubling the grain elevator storage capacity there with an expenditure of several millions of dollars.

The 1,000,000-bushel elevator addition to the plant of the James Stewart Grain Company at Ft. William, Ont., has been completed. The Barnett-McQueen Construction Company had the contract.

The Midland-Simcoe Elevator Company, Ltd., has put its new elevator at Midland, Ont., in operation, and the Board of Grain Commissioners has granted a public elevator license to the company for 1927-8.

H. M. Straight is now superintendent of the Brackman-Kerr Milling & Grain Company's branches on the lower mainland of British Columbia. He has been manager of the New Westminster, B. C., branch for several years.

An agreement has been made between the Sarnia (Ont.) Elevator Company and the city for the payment of the new elevator. Under the agreement the elevator company makes a down payment of \$110,000 the balance to be paid in annual installments. The building is completed and received its first cargo of wheat November 22. The city raised \$400,000 for the erection and equipment of the elevator and the elevator company agreed to purchase it.

## OBITUARY

**BEATTY.**—W. R. Beatty died on November 8 at Los Angeles, Calif. He was a pioneer grain broker and was president of the Los Angeles Grain Exchange in 1925. He was secretary of the exchange in 1926.

**BRIGGS.**—D. L. Briggs died on November 15 at Los Angeles, Calif. He was associated with the Steele, Briggs Company in the seed business from 1886 to 1902 at Toronto, Calif. He moved to California and joined his son, W. R. Briggs, who is president of the Los Angeles Seed Company.

**COVERDALE.**—William T. Coverdale died at a Detroit, Mich., hospital on November 22. He was manager of the Almont, Brown City, and Dryden, Va., elevators.

**EBY.**—Cornelius E. Eby died on November 17 aged 87 years. He was formerly in the grain and milling business at Elmwood, Ont.

**FISCHER.**—Edward A. Fisher died on November 24. He was for 10 years in charge of the custodian department of the Chicago Board of Trade under J. A. Schmitz.

**FORBES.**—George I. Forbes died recently at Huntingburg, Ind., aged 75 years. He for years owned and operated a grain elevator at Leavenworth, Ind.

**GELTMACHER.**—John J. Geltmacher died on November 11 at Chicago, Ill. He was for many years a member of the Chicago Board of Trade.

**GONSER.**—John R. Gonser died aged 87 years at Kutztown, Pa., on November 12. He was for years in the grain and feed business there.

**HUSON.**—Bernard Boyce Huson died at a Springfield, Ill., hospital on November 19. He was manager of the Duncan Grain Company at Palmyra, Ill., at the time of his death.

**KEMP.**—S. W. Kemp of Spencerville, Ohio, died on October 18 from apoplexy. He was active in the National Hay Association and had been active in the hay business for 20 years ago. He retired a few years ago.

**LOCKWOOD.**—L. A. Lockwood died from heart trouble at Muskogee, Okla. He was president of the Independence Cotton Gin, Grain & Supply Company of Independence, Kan.

**KNOWLES.**—George K. Knowles died on November 28 from Pneumonia. He was manager of

the Milwaukee, Wis., branch of Pynchon & Co., brokers. His widow and one daughter survive him.

**KOFOED.**—Hans Kofoed died at Oakland, Calif., where he was in the feed business.

**LOCKE.**—J. C. Locke died at Wharton, Texas, where he was president of the Wharton Grain & Produce Company.

**MINTYRE.**—J. A. McIntyre died on October 20 at Tecumseh, Mich. He was a well known hay shipper and had been a member of the National Hay Association for several years.

**MILLER.**—Mason S. Miller, manager and owner of the Miller's Coal & Seed Company of Kalamazoo, Mich., died on November 27 from pneumonia.

**NAPIER.**—Robert Napier died suddenly aged 58 years. He was formerly president of the Moffitt & Napier Commission Company, grain dealers of St. Louis, Ill. He retired three years ago when the company was dissolved.

**ORB.**—John A. Orb died on November 23 at Chicago, Ill.

**PFISTER.**—Charles F. Pfister died on November 12 at Milwaukee, Wis. He has been a member of the Chamber of Commerce there since 1899.

**PITT.**—Pembroke W. Pitt died on November 29 after a brief illness at Baltimore, Md. He was a prominent grain broker and was formerly located at Washington, D. C.

**POWELL.**—George F. Powell, president of the Powell & O'Rourke Grain Company, St. Louis, Mo., died on November 17 aged 58 years. He was active in the grain market there and had been a member of the Merchants Exchange since 1891. He was president of the exchange in 1922 and a director for the next two years. Prior to that he had held various offices including those of first vice-president, and second vice-president. His widow, two sons and a daughter survive him.

**RICH.**—M. L. Rich died on November 5. He was for years in the grain and merchandise business at Khedive, Pa. He was 58 years old.

**SCHWIMMER.**—George J. Schwimmer died aged 29 years at New York City. He was connected with the Canada-Atlantic Grain Company.

**SHERWOOD.**—Frank W. Sherwood, for years a



member of the Chicago Board of Trade, died aged 61 years.

SPENCE.—Lewis H. Spence, a member of the New York Produce Exchange, died recently.

STANFORD.—S. M. Stanford died on November 21 at Kansas City. He was manager of the Salina, Kan., office of Goffe & Carkener.

UNFRIED.—Peter Unfried died aged 65 years. He was for several years owner and operator of a grain elevator at Stevenson, near Evansville, Ind.

WARNER.—K. Warner died recently, a suicide. He was 46 years old. Mr. Warner was grain buyer and manager of the elevator business of R. E.

Jones Company operating at Wabasha, Minn.

WEBB.—J. L. Webb died recently at Greenville, Texas, aged 67 years. He was a well known grain and cotton dealer, and was for years with the firm of M. H. Wolfe & Co., of Dallas.

YOUMANS.—Brigg M. Youmans died aged 64 years at Plain City, Ohio, on November 10. He was of Youmans & Son, grain dealers.

YOUNG.—Donald D. Young died suddenly on November 28 from pneumonia. He was manager of the Winnipeg (Man.) Grain Exchange, and formerly was associated with the Young Grain Company.

ciated with him are Warren W. Hawley, Jr., and Leonard B. Oakes. Its capital stock amounts to \$25,000.

Thomas Martin has taken over George Smith's feed business at Monticello, Ill., and will continue to handle all kinds of stock and poultry feeds.

A retail and wholesale establishment has been opened at Thomasville, Ga., by the Crawford Feed Company of which Tom Crawford is manager.

The elevator of the Kewaunee Grain Company of Casco, Wis., is being enlarged to house a feed mill. Fred Villers will have charge of the new feed mill.

The Farmers Elevator Company is erecting a feed warehouse at Daykin, Neb. It is of frame construction covered entirely with fireproof galvanized iron.

The feed business at Fitzgerald, Ga., has been bought by T. C. Bush and H. R. Sloan who will continue it as the Bush & Sloan Feed & Seed Company.

Improvements have been made to the plant of the Marlow Grain Company of Marlow, Okla., to do a general feed milling business. G. T. Slick is manager.

B. Y. Harris, Frank S. Schwartz and W. Newton long have incorporated as the Crimora Fertilizer & Feed Company of Crimora, Va. Capital stock is \$25,000.

An addition is being built to the feed store of Shultz & Dirck at Oskaloosa, Kan. It provides for the elevating, storing and grinding of corn and other grain.

A new produce house has been opened at Willow Springs, Mo., by M. Quinn and he will conduct a flour, feed and hay business in addition to general farm produce.

The Everhart Ice, Feed & Coal Company of Maryville, Mo., has been bought by Roy McFarland and C. I. Dorrell. The new owners take possession on March 1, 1928.

A general feed and supply store has been established at Conway, Ark., by M. M. Hiegel of Hiegel & Thessing and will be under the management of Theodore Thessing, Jr.

The general merchandise and feed store at Fulton, Calif., has been sold by F. O. Laumann to a group of former employes consisting of Ernest Fountain, E. A. Curtis and C. W. Ward.

A store has been opened at Sanford, Fla., for the Red Star Grocery & Feed Company. It also has stores at De Land, Ocala, Palatka, Daytona Beach, New Smyrna, Cocoa and other towns.

The Van Meter-Terrell Feed Company has been incorporated at Lexington, Ky., by J. N. Van Meter, N. C. Terrell and H. P. Headley. The company will do a general mercantile feed business. Its capital stock is \$50,000.

A new feed mill is to be built at Enderlin, N. D., for the Enderlin Farmers Elevator Company. The contract as let calls for a 24-inch attrition mill operated by two 25-horsepower electric motors. Fred Meyer is manager of the company.

## HAY, STRAW AND FEED

A feed store has been opened at Bovey, Minn., by Matt Huhtala.

A feed store has been opened at Bennington, Kan., by D. T. Jordan.

A feed store has been opened at Lancaster, Mo., by K. I. Miller and Sam Ross.

The Farmers Elevator at Montevideo, Minn., is being equipped with a feed mill.

A feed store has been opened at Ottumwa, Iowa, by J. H. Wake of Oskaloosa, Iowa.

The Fiddick Feed & Fuel Company of Cameron, Mo., has completed a new building.

C. R. Huston has decided to go out of the hay and grain business at Detroit, Mich.

The feed business of J. A. Shirkey at Valley Center, Kan., has been closed down.

The Osborn Hay & Milling Company of Oshkosh, Wis., is to construct a warehouse there.

A large addition is being erected to the feed store of W. L. Bealmer at Atlanta, Mo.

The Cameron coal and feed business at Sulphur, Okla., has been bought by J. C. Roberts.

The Feed, Fuel & Building Supplies Corporation was recently formed at Virginia Beach, Va.

Fred Selby is now manager of the Excello Feed Store at Bethany, Mo., succeeding A. Webb.

A feed grinder is to be installed for the Whittemore Elevator Company of Whittemore, Iowa.

A line of feeds is to be handled as a sideline by the Rossville Elevator Company of Rossville, Ill.

Machinery has been installed for a feed mill by the St. Anthony Elevator Company of Finley, N. D.

Judson Talbot is succeeded as manager of the Dunn Feed Store at Hampton, Ark., by T. Sturgis.

The Cash Feed Store, managed by Alec White, has been opened for business at St. Petersburg, Fla.

A warehouse is being built at Marshfield, Wis., for the M. J. Power Company, dealers in poultry feed.

Feed grinding equipment has been installed in the elevator of W. M. Morgan & Co., at Thornville, Ohio.

The Williams, Minn., feed store of the Northern Farm Products Company has been bought by F. W. Wagner.

The Shrewsbury Ice & Feed Company, Inc., has been incorporated at Metairie, La., capitalized at \$250,000.

A feed mill has been installed in the store of the Equity Farmers Co-operative Association at Grantsburg, Wis.

A feed store has been opened at Kirksville, Mo., by A. P. Hopson to be operated as the Kirksville Feed Store.

The feed, seed and implement business of Bradshaw & Mann at Lebanon, Ky., has been bought by L. A. Collins.

The coal and feed store of A. J. Reynolds & Son at Murphysboro, Ill., has been bought by W. E. Piper & Son.

The Hoffmeister Feed Store at Jackson, Mo., has been bought from C. W. Hoffmeister by Henry Reisenbichler.

The feed store of J. V. Sturner at Abbotsford, Wis., has been sold by him to A. Bargenoem and Frank Hurnek.

Business has been started at Laurel, Mont., by A. J. Ranger and C. A. Roberts as the Laurel Feed & Seed Company.

G. A. Buie is to open a wholesale warehouse in which he will carry a stock of feeds, groceries, etc., at Lake City, Fla.

W. M. Russell is manager of the Imperial Feed & Seed Company which has been formed at Mission, Texas. The company has bought the business of

the McClanahan Seed Company and will use that company's location.

A new huller mill has been installed in the elevator of E. Welsh at De Graff, Minn. He has also remodeled his office.

A hammer mill and scarifier for feed grinding have been installed by the Worthington Seed Company of Worthington, Minn.

A feed store is to be opened at Carterville, Ill., by Brown & Colombo with the probability of instituting a chain of such stores.

The name of the Red Star Grain & Feed Company of Tampa, Fla., has been changed to the Red Star Grocery & Feed Company.

The Owen-Peeke Feed & Grain Company of Astoria, Ore., contemplates installing feed grinding and mixing machinery in its warehouse.

A one-story feed storage house is to be built for J. M. Porter of Sharon, Pa. He will continue to conduct the business from 80 Dock St.

A feed mill is being constructed for the Fernandes Grain Company, of Middletown, Ill. Separators and mixers will also be installed.

Otto Periman, G. A. King, E. C. Williams and John Ingerwerson have bought the Noel Feed and Grist Mill at Noel, Mo., from John McArter.

The O. K. Feed and Seed Store of Broken Arrow, Okla., is to put in an improved and up to date feed grinder in the Mike McKenna Building there.

The feed brokerage business has been opened at 703 Webster Building, Chicago, Ill., by L. Beardsley who was for years with the Bertley Company.

Capitalized at \$50,000, the Lorain Dairy & Feed Company has been incorporated at Lorain, Ohio. Merle M. Agin, M. E. Gaston and H. W. Ingersoll are interested.

To deal in and manufacture feeds, the R. S. Moseley Company has been incorporated at Buffalo, N. Y. Ralph S. Moseley is at the head and asso-

## FIRES—CASUALTIES

Whitesboro, Texas.—Fire damaged the feed store of J. A. Brooks with a loss of \$3,500.

Wheatland, Ind.—Fire destroyed with a \$9,000 loss the elevator of the Farmers Co-operative Company.

Aylesworth, Okla.—Fire damaged slightly on November 1 the corn cribs of the Stevens-Scott Grain Company.

Front Royal, Va.—Fire destroyed the property of the Farmers Union causing a loss of \$12,000 on the grain and feed.

Vincennes, Ind.—Fire destroyed the Moore Elevator together with 2,000 bushels wheat. The loss totalled \$15,000.

Ottumwa, Iowa.—On October 30 fire destroyed the tankage and hay warehouse of the Spry Bros. Grain Company.

Leipsic, Ohio.—Fire damaged the elevator of C. A. Hiegel. The fire is thought to have been of incendiary origin.

Wylie, Texas.—Fire destroyed the Wylie Warehouse containing considerable hay. The total loss amounted to \$15,000.

Baldwin City, Kan.—The Farmers Union Elevator was damaged by fire with a loss of \$25,000. It was partly insured.

Franklin, Ky.—The large hay and feed barn of S. M. Fleming & Co. was damaged by fire with a

\$6,000 loss which is partly covered by insurance. The large grain warehouse of the company narrowly escaped destruction. The fire occurred on November 14.

Woodland, Calif.—Fire damaged the warehouse of the Russell-McCauley Company, grain dealers, with a loss of \$18,000.

Billings, Okla.—Fire caused by a hot bearing damaged on November 17 the plant of the Billings Grain & Supply Company.

Isabel, S. D.—The Fitch Elevator of the Isabel Equity Exchange with contents burned. The building and contents were insured.

Clarksdale, Ill.—Fire destroyed the elevator of the Christian County Grain Company with a loss of \$15,000. It was of unknown origin.

Decorah, Iowa.—The property of the Adams Seed Company was damaged by fire on November 17 with a loss of \$25,000. The cause of the fire is unknown.

Olivia, Minn.—Fire destroyed the Renville County Seed House together with its entire contents. The loss on the property was partly covered by insurance.

Nickel Station (near Valparaiso), Ind.—Fire destroyed the elevator here with a loss of \$25,000. The elevator had a capacity of 40,000 bushels and contained more than 4,000 bushels at the time of



December 15, 1927

the fire. It was owned by E. K. Sowash who also owns and operates an elevator at Crown Point, Ind.

Glenwood, Alta.—Fire on November 6 destroyed the grain elevator with 25,000 bushels wheat. This is the third elevator at Glenwood to burn this year.

Decatur, Ga. — Fire destroyed the large warehouse of the Smith Bros., wholesale feed merchants. The company is planning on rebuilding at once.

Russellville, Ky. — Fire which was supposedly caused by crossed electric light wires almost totally destroyed the feed mill and warehouse of W. E. Wilson on November 28.

Philadelphia, Pa.—Fire damaged the grain warehouse of the Walton Bros., for the second time dur-

ing the past year. The loss was 300 bales of hay. The elevator was not touched.

Mahnomen, Minn.—The plant of C. E. Kelty was slightly damaged by fire recently due to a slipping belt which caught inside the pulley and started to burn. The damage was confined to the belt.

MacGregor, Man.—Fire on November 8 destroyed the grain elevator of the Lake of the Woods Milling Company, Ltd., together with about 3,000 bushels wheat. The flour in the warehouse was saved.

Calgary, Alta.—Fire on November 15 destroyed the elevator of Parrish & Heimbecker. With machinery, the building was valued at \$30,000. There were 20,000 bushels wheat in the building. The loss was \$45,000, 70 per cent of which was covered by insurance.

pared with \$5 on November 1, \$4.60 on October 4, and \$9 a year ago.

Imports of White Sweet Clover for the period July 1—November 30 amounted to 538,500 pounds compared with 977,700 last year and 366,100 two years ago. For the same period 38,200 pounds of yellow Sweet Clover was imported in 1927, 54,400 in 1926 and 76,900 in 1925.

IMPORTS OF FORAGE PLANT SEEDS

The Seed Laboratory of the Bureau of Plant Industry reports the following imports of forage plant seeds permitted entry into the United States under the Federal Seed Act:

Kind of Seed	November		July 1, 1927 to Nov. 30,	July 1, 1926 to Nov. 30,
	1927	1926	1927	1926
Alfalfa .....	26,400	808,500	386,900	1,014,800
Canada blue grass .....	149,300	110,900	295,200	131,100
Alsike clover .....	1,075,900	108,700	1,840,400	165,400
Crimson clover ..(1) .....	71,300	.....	1,242,800	2,385,000
Red clover .....	.....	67,700	.....	366,500
White clover .....	(2) 125,500	109,900	295,500	418,200
Clover mixtures ..	.....	.....	900	.....
Meadow fescue ..	.....	3,900	.....	7,900
Orchard grass ..	.....	21,800	124,000	204,300
Rape .....	(3) 908,500	763,400	3,133,600	3,185,400
English ryegrass...	57,200	104,500	253,300	496,800
Italian ryegrass...	33,000	155,700	348,100	699,500
Timothy .....	.....	.....	21,500	.....
Hairy vetch .....	(4) 285,500	280,900	1,226,400	979,600
Spring vetch .....	45,400	.....	435,400	19,800

The Seed Laboratory of the Bureau of Plant Industry reports the following imports of forage plant seeds not subject to the Federal Seed Act:

Bentgrass .....	54,400	85,200	190,900	125,300
Biennial white-flowered sweet clover .....	17,200	219,800	538,500	977,700
Biennial yellow-flowered sweet clover .....	.....	30,000	38,200	54,400
Canary grass .....	.....	.....	.....	1,100
Carpet grass .....	.....	.....	11,200	.....
Crested dog's tail ..	2,200	2,800	36,700	2,800
Chewings fescue ..	38,600	17,900	732,000	521,700
Other fescues ..	17,600	79,200	114,600	178,100
Lawn grass mixt...	.....	.....	.....	1,000
Redtop .....	.....	.....	.....	2,200
Rhodes grass .....	.....	.....	10,000	.....
Rough-stalked meadow grass ..	27,600	10,500	71,900	36,500
Serradella .....	.....	.....	3,300	.....
Annual mead. grass ..	.....	.....	500	.....
Tall oat grass .....	10,800	.....	11,800	.....
Tall paspalum .....	1,000	.....	2,100	.....
Velvet grass .....	.....	3,400	5,200	5,700
Wood mead. grass ..	5,400	.....	10,100	.....
Yarrow .....	100	.....	200	.....

- (1) All from France.  
(2) 50,000 pounds from Poland, 43,100 pounds from Germany, 30,200 pounds from Hungary, 2,200 pounds from New Zealand.  
(3) 620,700 pounds from Holland, 287,800 pounds from Japan.  
(4) 132,100 pounds from Latvia, 66,200 pounds from Hungary, 55,100 pounds from Germany, 32,100 pounds from Czechoslovakia.

SEED NEWS FROM WISCONSIN

By C. O. SKINROOD

The Milwaukee seed market is ruling from steady to firm in most lines and there is a fair demand in most classes of seeds. Only two real price advances have occurred in the last 30 days, one being Sudan grass in which the gain is about 75 cents to \$1 per hundred-weight and the other being Timothy in which there is an advance of about 50 cents per hundred-weight.

In general Milwaukee seedsmen say there is never any great demand for seeds in December, this being too far from spring to produce any heavy orders. The regular holiday lull in buying has appeared this year as in previous seasons.

The supply of Red Clover seed is fairly liberal. There will be plenty of seeds apparently to meet all demands. There seems to be less call in Milwaukee than ever for the foreign Red Clover seed. The staining law seems to have given a body blow to the importation of Red Clover seed, the local seedsmen declare.

The buying of Timothy seed seems to be better this year than in other seasons. The biggest cause

FIELD SEEDS

WESTERN SEED DEALERS MEET

The Western Seedsmen's Association held its twenty-eighth annual fall meeting at Kansas City, Mo., on December 3 with an attendance of 60 seed men. Addresses were made by President Wilhelmi, L. Peppard, Mr. Sumner of the Kansas Agricultural College, Mr. Scott, and Fred Mangelsdorf.

BADGER WINS CLOVER SEED PRIZE

A six-state competition in Red Clover seed at the Grain and Hay Show, closed in Chicago, December 3, was won by John V. Flitsch, Potosi, Wis. C. D. Gollentine, Jerome, Idaho, took second money with his entry. The states of Iowa, Illinois, Ohio, Wisconsin, Idaho, and Ontario, Canada, were sources of the Red Clover Seed entries.

WESTERN SEED IN LEAD

The percentage of prize money won in classes entered by Montana seedsmen at the International Grain and Hay Show last year, was 44 per cent, and with the new prizes awarded to Montana this year, that percentage may be raised.

L. E. Peterson, Victor, Mont., was awarded first prize for flax and second prize for Alfalfa seed, western division, at the Grain and Hay Show ending in Chicago this month. Earl Stroschein, Sterling, Idaho, was given first prize. Ole Eggen, Absarokee, Mont., won first honors in the Timothy seed competition.

SWEEPSTAKES FOR MICHIGAN SEED

The first three and fifth places announced by Grain and Hay Show judges of eastern Alfalfa seed entries, were given to Wolverine State entrants. Lisle E. Berry of Conway, Mich., took first prize and the entries of Harvey Vizina, of Afton, and Iver Tollson, of Spruce, Mich., took second and third prizes respectively.

An Iowa farmer, J. T. Wasson, of Panora, was rated fourth in the eastern Alfalfa seed contest. Alfred Volz, Sebawaing, Mich., ranked fifth.

TIMOTHY SEED CONTINUING SLOW MOVEMENT

Growers of Timothy seed were not free sellers during the two weeks ending November 29. The United States Department of Agricultural Economics estimates that 70 per cent—75 per cent of the crop had been sold by growers up to that date com-

pared with 85 per cent last year. During the two weeks, movement was more active in Illinois and northern Ohio than in the other important districts.

As prices paid to growers advanced in some districts and declined in others, during the two weeks, the range became wider but the average remained unchanged. Prices offered growers on November 29 ranged \$2.60 in eastern South Dakota and \$2.95 in southern Minnesota and northern Ohio to \$3.15 in northwestern Missouri and \$3.20 in Illinois. The average price was \$3 compared with \$2.75 a month ago and \$4.45 a year ago.

Exports to Europe continued heavy and during the two weeks ending December 3 approximately 996,800 pounds was exported from two Atlantic ports, about 593,700 pounds of which was to Germany, 125,450 to Holland, 112,400 to Great Britain, 61,300 to France, and smaller quantities to Belgium and Denmark. The Seed Branch of the Canadian Department of Agriculture reported imports of 861,007 pounds into the western Ontario district during November 1—30, which compared with 200,905 pounds last year.

SWEET CLOVER SEED MOVING AT HIGHER PRICES

Movement of the Sweet Clover seed crop from the hands of growers continued to lag behind the rapid movement of last year. The United States Bureau of Agricultural Economics estimates that 50 per cent — 60 per cent of the crop had left the hands of growers compared with 45 per cent a month ago, 25 per cent two months ago, 75 per cent a year ago and 55 per cent two years ago.

In the main producing sections of Minnesota and the Dakotas 60 per cent—70 per cent had moved compared with 45 per cent—55 per cent on November 1 and 75 per cent — 85 per cent last year. The heaviest movements from November 1-29 occurred in northeastern South Dakota and northwestern Minnesota.

Prices paid to growers made an average advance of about 25 per cent per 100 pounds during November 1-29 and five cents during October 4—November 1, in contrast to a decline of 30 cents during the preceding three weeks. On November 29, prices in 15 districts or states averaged \$5.40 per 100 pounds, basis clean seed, compared with \$5.15 on November 1, \$5.10 on October 4, and \$9.30 a year ago. In the main producing section of Minnesota and the Dakotas, prices averaged \$5.25 com-

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A Highly Palatable Meat, Blood  
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FARMERS GET FROM 25 TO 50 CENTS MORE PER BUSHEL FOR CORN BY FEEDING RED TOP TANKAGE TO THEIR HOGS.

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60 Per Cent  
Protein Guaranteed



of the strong market in Timothy seed, according to the local seed handlers is the vigorous export buying which has been going on now for several months.

Alsike is apparently the most popular seed now in the Milwaukee market. The position of this class of seeds is exceptionally strong with not much in sight.

It is a little too early yet to judge the Sweet Clover market say the Milwaukee handlers. The yields of Sweet Clover appear to be rather small as the prices are so low there is not much inclination to produce this class of seeds.

The White Clover supply is small in the local trade and nobody seems to want the seed so that a nominal demand, coupled with a small supply, leaves the market a standoff.

The Alfalfa market supply is plentiful. In fact seed handlers say that the buying has not been as large as it should have been for the last several months.

Milwaukee seed handlers report that seed corn will be very scarce in this territory, according to the present prospects. In many parts of Wisconsin very little good seed corn has been saved and dealers declare there is bound to be a good market for this class of goods and a certainty of high prices.

Predictions are made that most of the seed will have to come from South Dakota and Nebraska where the corn matured naturally due to the long, warm fall season.

Various Wisconsin growers have been mulcted by purchasing so-called super-oats seeds from high pressure salesmen which were said to yield at fabulous rates. These salesmen scoured certain counties in the state last season and sold seeds to many farmers. However, now that all the returns are in, the swindling character of the deals is clearly evident. The Wisconsin College of Agriculture found that the so-called super-oats yielded only about 27 bushels an acre under conditions at the school of farming whereas other good kinds of Wisconsin oats, propagated by the station, yielded as high as 70 bushels to the acre.

Not only did the farmers who paid \$5 to \$10 a bushel for this fancy seed get poor yields in practically every case, but the super-oats was also found

very susceptible to rust damage. The new oats also lodged very badly which was another important adverse count in establishing its true value.

Buying this class of seed will not only damage farmers say the authorities at the state college of agriculture, but it will endanger the pedigreed seed movement by which Wisconsin farmers have reached among the highest grain yields in the United States.

Before any farmer buys this super-oats, or any other kind of wonder grain, the county agent, or the Wisconsin College of Agriculture should be consulted according to the seed specialists at Madison who have had plenty of experience with the agents hawking "wonder" seeds and know that nine times out of ten, such offers are a swindle.

## NEW SEED TRADEMARKS

The following new seed trademarks were published in recent issues of the *Official Gazette* of the United States Patent Office: "Pilot" grass,

### PILOT



field and agricultural seeds and seed grains. Horace E. Conklin, doing business as E. W. Conklin & Son, Binghamton, N. Y. Filed August 3, 1927. Serial No. 252,944. "Keystone" garden and field seeds and bulbs. Corneli Seed Company, St. Louis, Mo. Filed April 2, 1927. Serial No. 246,816. "Farmer" field, farm and garden seeds. Farmer Seed & Nursery Company, Faribault, Minn. Filed September 24, 1927. Serial No. 255,168.

## SMALL CHANGES IN NEW YORK SEEDS PRICES

By C. K. TRAFTON

Barring a few brief flurries of moderate animation, during which the activity was confined to one or two varieties, the dullness which developed in the local market for field and grass seeds at the time our last review was written became even more pronounced during the past month. The total volume of business was possibly even smaller than it is expected to be at this normally dull period. For a time a few varieties were moderately active as buyers became somewhat uneasy because of stronger advices from interior markets which seemed to confirm claims of depleted stocks as well as rather disappointing yields as a result of unfavorable weather at harvest time. At the same time certain distributors became more eager to reduce their carry-

over. As a consequence, while considerable unsettlement developed, the ruling tone was slightly easier late in the period. The net result was that prices for the great majority of cases are just where they were a month ago, while others show small losses and the gains established elsewhere were greatly reduced.

Red Clover did little in an actual business sense during the month, but prices moved somewhat irregularly. For a time the tone was distinctly firmer as far as domestic seed was concerned with some holders asking up to 33 cents.

The temporary firmness was also owing partly to claims of disappointing crop results in France, as a result of which some shippers advanced to 23 cents c. i. f., or one to two cents higher than a month ago. It was noted that arrivals were extremely small, the month's total being only about 1,530 bags, and it was generally believed that only small additional arrivals could be expected as the high views of shippers had restricted buying.

Timothy was firmer early in the month, being quoted as high as 5½ cents at one time. At that time domestic demand was not active, but a fair export inquiry was in evidence and it was apparent that growers were disposed to hold their seed in hopes of higher prices in the spring. The country movement remained slow; only 70 to 75 per cent of the crop having been sold up to the end of November compared with 85 per cent a year ago, although prices paid to growers advanced from 2¾ cents to 3 cents. Later this item also eased off, being again quoted at last month's 5 cent basis. Exports during the month were about 14,100 bags compared with about 12,400 bags for the preceding period.

Redtop was steady early in the month, but with domestic and export demand almost entirely lacking a decline of ½ cent, or to 13 cents, occurred later. There were no exports during the month, compared with about 500 bags in October.

Kentucky Bluegrass remained inactive and nominally unchanged throughout the month. Last month's quotations of 19 cents for 21-pound seed and 18 cents for 19-pound seed are still in force. The month's exports totalled about 725 bags, compared with about 2,500 bags for the month previous.

Alsike was firmer early in the month, advancing from 27 cents to 29 cents in some quarters, reflecting fear that replacement costs will be higher later on owing to decreasing interior stocks. Prices paid to growers were higher and averaged nearly 23 cents, compared with about 27 cents a year ago. Buyers, however, refused to anticipate future needs and holders again established the 27 cents basis.

Alfalfa remained dull and without change during the month, being still quoted nominally at 20 cents. It was noted that growers had sold more freely as the average price advanced from 14¼ to 14½ cents.

## SEED NEWS FROM INDIANA

By W. B. CARLETON

Seed wholesalers and retailers in Indiana report a fair volume of trade during the past month and are expecting a very good business during the balance of the year. The trade in White Clover seed has been only fair, if anything a little under normal. Many seed dealers report a scarcity in Sweet Clover, as this crop in Indiana this year was not up to the normal. In some sections of the state the yield was not over 50 per cent of what it was last year.

Louis L. Kindermann and Charles Kindermann, of Kindermann's Sons, retail seed dealers at Boonville, Ind., co-operated with the Business Men's Association at Boonville, in pulling off a farmers' short course at Boonville, December 6 and 7. The

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Double Room with Bath—  
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also  
A la Carte Service

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event was a great success and there was a large attendance of farmers and their families.

Emory E. McAtee, for many years associated with the Ohio Valley Seed Company at Evansville, who spent considerable time during the past month in Pike County and adjoining counties, reports that few of the farmers have any good seed corn selected from this year's crop.

The Wyatt Seed & Feed store at Petersburg, Ind., was opened recently and the event was largely attended on the opening date and there was a program of speech-making and music. The new warehouse of the company, remodeled, was at one time a part of the warehouse that was used by the old Erie Canal.

The first of the 1927 Indiana corn crop was delivered a short time ago at the Kiefer Elevator at Elwood. It was of the yellow ear variety, thoroughly ripened, and would make good seed corn, according to experts.

Receivership proceedings against the Evansville Grain Company, of which Samuel B. Bell, county auditor of Warrick County is president, brought out in a superior court hearing at Evansville that Bell, although unobliged to do so, had turned over his 186-acre farm, one of the finest in Vanderburgh County, to Alvin Sutheimer, receiver for the company. Mr. Bell is well known among the seed dealers of southern Indiana.

A large number of the farmers in Marshall County, Kentucky, treated their wheat with copper carbonate last fall to prevent stinking smut, which was especially bad in the crop harvested last summer. This prompted a series of demonstrations throughout the county by L. M. Butler, the county agent, who made a portable outfit to carry in his automobile and use at these demonstrations. A total of 197 farmers witnessed these demonstrations and a large number made their own outfits for this work.

Garland E. Chrisney has taken over the retail seed business of his father, John P. Chrisney, who died recently at his home at Chrisney, Ind.

Wholesale seed dealers at Evansville and other points along the lower Ohio River are interested in the announcement that work is being rapidly pushed on the new river and rail terminals at Evansville. The building of these terminals is believed to be a forerunner of the building of a fleet of steel freight barges for use along the Ohio River between Pittsburg and Cairo, Ill.

Growing wheat at this time is looking unusually promising in all parts of Indiana. The mild weather that prevailed all fall gave the wheat an opportunity to grow rapidly and the roots now are far in the earth and it is believed the crop is in shape to stand a lot of winter weather. Grain men and farmers say they can not recall a time where the growing crop looked more promising than it does at this time.

Frank E. Watson, one of the best known farmers of Tipton County, Indiana and former member of the Indiana state legislature, has been declared the winner of the five-acre corn contest in Tipton County, winning over 11 others..

(Continued on Page 402)

## Miscellaneous Notices

### HAY WANTED

Get full market value for your hay and straw. Ship to JOHN DEVLIN HAY CO., INC., 192 N. Clark St., Chicago, Ill. ALFALFA HAY for sale. Write for delivered prices.

### FLOUR MILLS — FEED MILLS

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## For Sale

### ELEVATORS AND MILLS

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Large modern feed plant, five-story and basement, brick and concrete mill building and 125,000-bushel concrete elevator adjoining, also other warehouses. Complete plant; splendid location; advantageous transit and reshipping privileges. Best of reasons for selling. BLUE GRASS-ELMENDORF GRAIN CORP., Lexington, Ky.

#### TWO TERMINAL TRANSFER ELEVATORS FOR SALE

Located in Chicago Inspection District; combined capacity, 150,000 bushels. These elevators are in first-class working order and fully equipped to handle and condition all kinds of grain. Transit billing to the South and East. Priced at one-half the appraised value for quick sale. Terms. For particulars, address TRANSFER ELEVATORS, Box 12, care AMERICAN ELEVATOR AND GRAIN TRADE, 431 S. Dearborn St., Chicago, Ill.

### A BARGAIN

Concrete tube elevator, 25,000 bushels' capacity, for sale. Located in best grain growing district of the country. All modern; motor driven. N. S., Box 12, care AMERICAN ELEVATOR AND GRAIN TRADE, 431 S. Dearborn St., Chicago, Ill.

### OPPORTUNITY FOR RELIABLE MAN

Old established wholesale and retail seed and feed business for sale. Located in good producing section for seed grain of all kinds and in business section of town. Equipped with Standard Cleaner as good as made for cleaning seed and grain. BOX 36, Mt. Gilead, Ohio.

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Complete grist mill only operated six months. Two stands of rolls, burr mill, cleaner, aspirator, dryer, sifter, Williams Mill, packer and scales. For less than 50 per cent today's value.

PALATKA DEVELOPMENT COMPANY,  
Palatka, Florida.

## MACHINERY

### PRICED LOW FOR QUICK SALE

One practically new Barnard & Leas Three-Roller Feed Grinder. MORGAN COUNTY ELEVATOR, Fort Morgan, Colo.

### FOR SALE

Pulleys, 1,000; all sizes, solid cast iron, wood and steel split. Elevator belts and buckets and supplies. STANDARD MILL SUPPLY COMPANY, 501 Waldheim Building, Kansas City, Mo.

### FOR SALE—PRICED RIGHT

One 24-inch Drednaught Single Head Attrition Feed Grinder, in good condition. Also a few pulleys and two small stands of elevator belt and buckets. LAPEL LUMBER & GRAIN CO., Lapel, Ind.

### FOR SALE

Full line of ear corn crushers, 30, 60 and 100 bushels' capacity, \$25, \$75, and \$140. Shellers 100 and 200 bushels' capacity, \$100 and \$180. Feed screens \$30 and \$45. Combined crusher and grinders, 30 and 50 bushels' capacity, \$23 and \$32. Bag holders and spout bag-clamps.

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## MILLING PLANT For Sale

Ideal location in a large city of West Virginia. Has 5-story concrete corn and feed mill and mixing plant, 4 concrete elevators, and large concrete warehouse—all fireproof and all were erected new in 1922. Also large 2-story brick warehouse, with basement, adjoining; also large adjacent vacant lot, suitable for erection of flour mill. Also refrigeration plant and cold storage rooms. Has Nordyke & Marmon Co. machinery and equipment thruout, for milling and mixing corn, cornmeal, corn and oat chop, and all kinds of meal and special mixed feeds. Also does a jobbing business in flour, hay, grain, fruits, and produce. Shipping facilities for all railroads, at regular rates. Title to all properties is in fee simple. Sales are \$1,000,000.00 a year. Purchase price can be financed. This milling plant is up for sale under circumstances which make the selling price very attractive. Complete Prospectus and sale price to interested and responsible parties.

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New crop Timothy and Clover Seeds. Very attractive prices. Sample on request. QUINCY SEED COMPANY, Quincy, Ill.

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White Blossom and Grundy County Sweet Clover. Bag lots or carloads. Various grades. Prices very attractive. FARGO SEED HOUSE, Fargo, N. D.

## Land Opportunities

### FOR \$10 PER ACRE

A 160-acre wheat ranch for sale, five miles west of White Earth, N. D. No buildings. \$800 cash—balance easy. W. S. VAN LIEW, 2528 S. Burnside Ave., Los Angeles, Calif.



## COLORADO SEED DEALERS MEET

On November 15-16, the Colorado Seedsmen's Association met at the State Agricultural College at Fort Collins, Colo. Interesting and instructive addresses were made at the two day session of these seedsmen. At the election of officers the following were chosen to serve: President, Charles I. Simpson; vice-president, T. O. Vetting, succeeding Mr. Simpson; secretary-treasurer, Armin Barteldes, succeeding Frank Burton.

## EXTENSION WORKERS MEET

Seed improvement and development was the subject of considerable discussion at the meeting of the American Society of Agronomy and extension employees of the various state agricultural colleges on November 17 at Chicago, Ill.

Discussions were conducted by the following: C. W. Warburton, director of extension work, United States Department of Agriculture, of "Seed Improvement;" T. A. Kiesselbach, University of Nebraska, on "The Development of New Varieties;" H. C. Rather, Michigan State College, "Multiplication of Improved Seed through the Seed Associations;" F. W. Kellogg, Kellogg Seed Company, Milwaukee, Wis., "The Place of the Seed Trade in Seed Improvement."

## MILLET SEED MOVEMENT UNCHANGED

Although somewhat larger, the 1927 crop of millet seed moved from the hands of growers at about the same rate as the 1926 and 1925 crops. The United States Bureau of Agricultural Economics estimates that about 35 per cent of the crop had left the hands of growers up to November 22. Growers were not free sellers at prevailing prices.

Prices offered to growers in the important producing districts averaged \$1.55 per 100 pounds, basis clean seed, or about the same as a month ago but about 50 cents less than a year ago. The prices ranged \$1.15 in northwestern Kansas and \$1.20 in northeastern South Dakota to \$2.20 in central Tennessee.

Late reports confirm earlier ones in respect to quality. In the majority of reports, quality is indicated to be fair to good.

## CLOVER SEED PRICES ADVANCE

Prices offered growers for Red and Alsike Clover seed added further gains to the advance which started six weeks ago, according to the United States Bureau of Agricultural Economics. In the important districts, Red Clover advanced \$1.05 and Alsike Clover seed, 50 cents per 100 pounds, basis clean, during the two weeks ending November 22.

Although total movement for the season was greater for Alsike, more activity occurred during the two weeks in Red Clover. Approximately 55 per cent of the Red Clover had left growers' hands

up to November 22, compared with 60 per cent last year and 50 per cent two years ago. With Alsike, about 75 per cent, or the same as two years ago, had moved compared with 85 per cent last year.

## SEED STOCKS DESTROYED

Serious damage to stored stocks of seed and grain throughout Georgia is reported by E. L. Worsham, state entomologist. "The damage is especially great in middle and south Georgia," Mr. Worsham says. "The four distinct species of weevils attacking stored products of this nature are the granary weevil, the rice weevil, the saw-toothed grain beetle and the red or square-necked grain beetle." The angoumois grain moth is doing serious damage to corn, wheat, peas, and other seeds. The standard remedy being recommended for these pests is carbon bisulphide.

## JUDGES INSPECT SMALL SEEDS

Entries from four Canadian provinces and 11 states were made in the small seed exhibit of the International Grain and Hay Show, Chicago. Idaho entrants took home first and second honors in the Alsike Clover division, while Landsell Bros., seedsmen of Ontario, Canada, captured third place.

Sebens Bros., Milnor, N. D., received the first award for Sweet Clover Seed, and A. V. Hunt, Hallock, Minn., the second award. In the field peas contest, a Canadian, Herman Trelle, of Wembley, Alberta, was winner. A Montana entry won first place in the Timothy seed section.

Marion Carr has been made manager of the B. B. Kirkland Seed Company of Augusta, Ga.

A new building has been completed at Milwaukee, Wis., for the L. Teweles Seed Company.

Improvements have been made to the store of the Florence Seed & Feed Company of Florence, Ala.

A seed department has been opened at Shreveport, La., for the Schuster Wholesale Produce Company, Inc.

The capital stock of the Wertz Seed Company of Sioux City, Iowa, has been increased from \$125,000 to \$500,000.

Garland E. Chrisney has taken over the retail seed business of his father, John P. Chrisney, who died recently at Chrisney, Ind.

The Miller Seed Store, Inc., has been organized at Kissimmee, Fla. J. W. Miller, M. R. Miller and K. M. Miller are interested.

The Imperial Feed & Seed Company of Mission, Texas, has bought the business and good will of the Clanahan Seed Company of Mission. W. M. Russell is general manager of the firm.

Eric Cahn is in charge of the laboratory work of the Doughten Seed Company of Jersey City, N. J. He will be assisted by Phyllis Bennett, formerly of

the Virginia State Department. Mr. Cahn was for several years seed buyer in Berlin for the Co-operative Society of the Russian Soviet Government.

The old buildings of the Lampert Lumber Company at Merrill, Iowa, have been bought by P. Harris who will open a new seed house there.

The fixtures and stock of seeds and supplies of the Western Seed Company of Los Angeles, Calif., have been sold by it. F. J. Poor, owner, is retiring.

An Alfalfa seed cleaner has been installed by B. H. McCarty, seed and feed dealers of Hardin, Mont. It has a capacity of 50 bushels seed per hour.

Capitalized at \$5,000, the Superior Seed Company has been incorporated at Jacksonville, Ill. The incorporators are Clarence L. York, Carl E. York and John W. Hall.

A building at Brownsville, Tenn., has been leased by G. H. Duffey, proprietor of the Brownsville Produce & Seed Company in which he will establish his business.

Charles E. Saul will retire from the seed business at Rochester, N. Y. He sold his seven-story building and is turning over the seed interests to his son, Lester Saul, who has a store there.

Joe L. Mitchell is no longer sales manager for the Russell-Heckle Seed Company of Memphis, Tenn., and is now at Shreveport, La., in another business. He was in the seed business for 18 years.

A new wholesale house has been completed at Kansas City, Mo., by the Andrews-Burri Seed Company which last July took over the Midwest Seed Company. C. C. Andrews, A. L. Burri and W. C. Lesch are interested.

A wholesale field seed house has been established at Philadelphia and Lancaster, Pa., under the name of the Seaboard Seed Company. H. W. Doughten heads the company as president and with him are D. L. Burdsall and H. E. Smith.

The company at Waltonville, Ill., formerly owned by J. W. Hickam is now known as the Waltonville Seed Company and is owned by G. E. Willis & Co., of Mount Vernon. They will enlarge the building and carry a full line of feeds. R. H. Cravens is the new manager.

An addition is to be built to the property of the Condon Bros., seed dealers of Rockford, Ill., at a cost of \$200,000. John R. Condon is president and Leonard R. Condon, secretary and treasurer. The addition will contain four floors, but the foundation will be made for six so that two stories may be added.

TOTAL rye production, with 25 countries reporting, shows a total of 896,000,000 bushels, an increase of 13.9 per cent over 1926.

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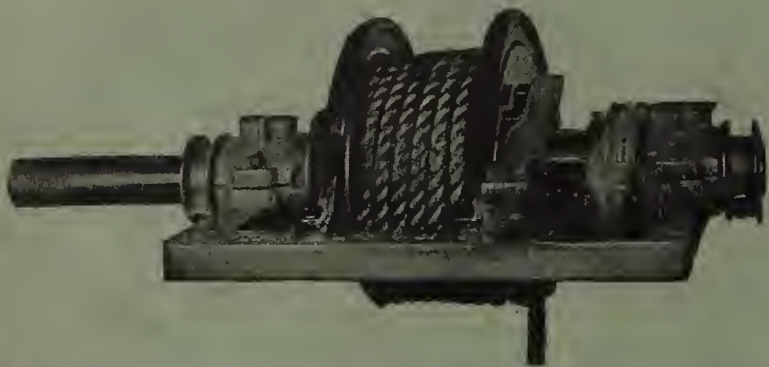
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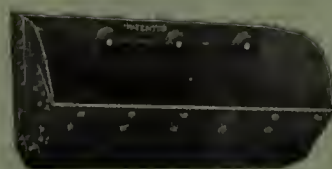
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